



THE TIMES Tomorrow

The cruel sea  
After the shipwreck of  
the Marques, George Hill  
asks how safe the sea  
really is



Red shoes  
Wednesday Page meets  
Natalia Makarova, the  
runaway ballerina who  
is in London to dance  
to the music of Rodgers  
and Hart

D-Day plus 40  
A Special Report looks  
at Hampshire today -  
40 years after its D-Day  
conclusion

D-Day minus 1  
Michael Phillips  
previews the Derby and  
gives an expert  
assessment of the field

Reuters  
sale raises  
£205m

Newspaper companies that own  
shares in Reuters raised £152m  
and the news agency raised a  
further £53m when it was  
launched on the stock ex-  
change in London and New  
York yesterday. Reuters 'B'  
shares settled at around 211p,  
valuing the company at £830m.  
Kenneth Fleet, page 13

Trial for MP

Keith Hampson, aged 40, of  
Chelsea, the Conservative MP  
for Leeds North West, yesterday  
elected to go to the Crown  
Court for trial on a charge of  
indecently assaulting a police-  
man at a London club.

Sakharov alive

Soviet officials confirmed pri-  
vately that Dr Andrei Sakharov  
is alive and expected to sur-  
vive his hunger strike. Presi-  
dent Brezhnev said that Sak-  
harov's visit to Moscow at risk  
because of the physician's  
condition, goes ahead. Page 5

Tippett premiere

The highlight of the Promenade  
Concert season that opens at the  
Albert Hall on July 20 will be  
the European premiere of Sir  
Michael Tippett's *The Mask of  
Time*. Page 4

Last tribute

Eric Morecambe, the comedian,  
was cremated in the town where  
he lived, with showbusiness  
people joining in tribute. Page 3

Shares rally

The London stock market  
resumed its strong rally helped  
by Mrs Thatcher's comments  
that she saw no need for interest  
rates to rise. Page 13

Auditors' 25%

Proposed pay rises of up to 25  
per cent for staff of the National  
Audit Office were approved by  
the Commons Accounts  
Commission.

Pilotless plane

A pilotless French Mirage  
fighter-bomber flew along the  
Franco-German border for  
about 100 miles before crashing  
near Karlsruhe. Page 6

England beaten

West Indies beat England by  
eight wickets in the one day  
cricket international at Lord's  
to take the Test trophy.  
Vivian Richards made 84 not  
out. Page 26

Leader, page 11

Letters: On the mines, from Mr  
P. McNair-Wilson, MP, and Mr  
J. Davies, London government,  
from Professor G. Best.  
Leading articles: Reagan on  
Russia; Reagan in Ireland;  
Hydro power.  
Features, pages 8-10

Removing the obstacles to a  
comprehensive nuclear test ban;  
Mondale's fine calculation;  
Phillip Whitehead urges a  
rethink on adult education cuts.  
Spectrum: one man's D-Day  
story. Fashion: hems down for  
summer. Computer Horizons, pages 23-  
25

The French micro takes off:  
hunt for top managers; business  
enterprise contest.  
Softly, softly, pages 17-21  
A five-page Special Report  
looks at the latest developments  
in a fast-growing industry.  
Obituary, page 12

Mr. Peter Wilson. Pamela  
Eriksson  
Classified, pages 28-30  
Legal appointments, personal

Home News 2-5  
Overseas 5-6  
Arts 12  
Bridge 2  
Business 13-16  
Church 12  
Court 12  
Crested 32  
Diary 10

Events 32  
Parliament 4  
Sale Room 2  
Science 12  
Sport 26-28  
TV & Radio 31  
Theatres, etc 31  
Universities 32  
Weather 32  
Wills 12

# Russians urged by Reagan to resume arms control talks

From Richard Ford, Dublin

The Soviet Union was urged to return to the arms control negotiating table by President Reagan yesterday during a significant restatement of United States foreign policy made during an historic address to both houses of Parliament in Dublin.

Mr Reagan insisted that America was willing to talk with the Russians and said that progress in reducing armaments and solving regional problems would enhance peace and security for the world.

He pledged that he was prepared to halt or even reverse the deployment of US intermediate missiles from Europe if negotiation resulted in a verifiable and equitable agreement.

His speech, which was notable for its lack of bellicose language about the Soviet Union, defended US policy in Central America and was, according to an American source, an outline of a programme for constructive cooperation with the Russians based on improving relations between the two powers.

The President returned to a theme repeated throughout his three-day state visit to the Irish Republic and denounced "misguided Americans" who supported terrorism. He called such violence "pitiless, indiscriminate and contemptible in all its forms".

There was no place, he said, for the cowardly violence of terrorism in Ireland. He emphasized that the US would not interfere in Irish matters or in the problem of the North.

As Mr Reagan was about to start his address to a joint session of the Dail and Senate at Leinster House, three left-wing deputies rose in succession, making points of order and protesting about US policy in Central America.

The President looked momentarily stunned but as the Speaker ruled them out of order, parliamentary colleagues jeered and shouted "Out, out" at them.

The two members of the Workers Party and an Independent deputy left the Dail chamber as an embarrassed Dr Garret Fitzgerald, the Prime Minister, studiously turned away and the Opposition leader, Mr Charles Haughey, stared at them in fury.

The deputies said later that they had had to choose between "responsibility and discourtesy".

Mr Reagan, who had been greeted with a standing ovation in the semi-circular amphitheatre, made light of the interruption by departing from his prepared speech and saying: "I wonder if there is an awareness in some that there are countries where representa-

tives would not have been able to speak as they have here."

Reaffirming his commitment to peace coupled with a willingness to pursue all avenues of arms reduction, the President declared to applause: "A nuclear war cannot be won and must never be fought."

The West had put forward proposals to reduce levels of conventional forces in Europe, the US had proposed a worldwide ban on chemical weapons, it was pursuing proposals to reduce the possibility of conflict and has been participating until recently in nuclear arms reduction talks he said.

With the Soviet Ambassador to Ireland listening to the speech, Mr Reagan said that although Russian flexibility had not matched American, the Soviet Union had taken some steps of the kind required for serious negotiation.

● MOSCOW (AP) - A Soviet commentator dismissed President Reagan's offer to stop or even reverse the deployment of intermediate missiles in Europe as "nothing new".

Mr Vladimir Alexeev, writing for the Novosti news agency, said that Mr Reagan "has again showed himself to be a master of speaking much, but saying little".

"At first glance he seemed to have spoken out for better contacts with the Soviet Union, for support on the medium-range nuclear arms issue. But only at first glance."

Scotland Yard said that two bodyguards would carry pistols. The Yard said that the permission, agreed government to government, did not allow for any automatic weapons. Neither the Yard nor the Home Office would say under what circumstances the Americans would be allowed to open fire, nor what inquiry would follow if they did so.

The weapons are likely to be similar to the Smith and Wesson revolvers often used by British police.

The normal practice is for all firearms carried by bodyguards to be left on the aircraft on arrival or to be collected by the police for return. When President Reagan visited Britain in 1982 that rule was believed to have been followed.

It is understood that in the past week the Americans made strong representations to have bodyguards armed as a last resort. Park policy, page 2

Two of the president's secret service bodyguards are to be allowed to carry guns, breaking the normally firm rule that armed protection for VIPs is supplied by the British police.

Last Wednesday, the deputy assistant commissioner in charge of the security operation in London this week, Mr Robert Innes, told journalists that the rule about no firearms would stand. But yesterday, shortly after the President landed,

the Queen and the Duke of Edinburgh.

Tonight President Reagan will have talks with the Prime Minister, followed by a working dinner at Downing Street.

Security throughout the opening stages of the Reagan visit was intense. But despite the long cavalcade of cars bearing the presidential party from Regent's Park to his meeting with Mrs Thatcher, the crowds in Hyde Park near by appeared largely unaware of his presence.

Two of the president's secret service bodyguards are to be allowed to carry guns, breaking the normally firm rule that armed protection for VIPs is supplied by the British police.

Last Wednesday, the deputy assistant commissioner in charge of the security operation in London this week, Mr Robert Innes, told journalists that the rule about no firearms would stand. But yesterday, shortly after the President landed,

the Queen and the Duke of Edinburgh.

Tonight President Reagan will have talks with the Prime Minister, followed by a working dinner at Downing Street.

Security throughout the opening stages of the Reagan visit was intense. But despite the long cavalcade of cars bearing the presidential party from Regent's Park to his meeting with Mrs Thatcher, the crowds in Hyde Park near by appeared largely unaware of his presence.

Two of the president's secret service bodyguards are to be allowed to carry guns, breaking the normally firm rule that armed protection for VIPs is supplied by the British police.



Mrs Thatcher welcoming President and Mrs Reagan at the Kensington Palace orangery yesterday (Photograph: John Manning)

## Washington fears big Gulf war escalation

From Nicholas Ashford, Washington

There is growing concern in Washington that a major escalation of the Iran-Iraq war could be about to take place, and that the moderate Arab countries of the region may be dragged into a conflict from which they have tried to remain aloof.

Although the United States is trying to avoid military involvement in the crisis, it has prepared contingency plans to keep the oil shipping lanes open in the event of the conflict broadening.

The immediate cause of the heightened American concern is a message which Ayatollah Khomeini, the Iranian leader, sent to his armed forces over the weekend. The message, which was monitored by American intelligence agencies, said that June 5 could be an "Epic day" for Iran.

June 5, 1963 was the beginning of the uprisings against the Shah which finally resulted in his overthrow five years ago.

A big new Iranian offensive has been forecast for several months. Iran has between 300,000 and 500,000 troops massed on Iraq's border, ready for an offensive against the oil port of Basra.

Iraq has said that it will retaliate with an assault on the Iranian oil terminal of Kharg Island if Iran attempts to take Basra.

The Soviet Union has been stepping up arms supplies to Iraq, including the provision of SS21 ground-to-ground missiles.

United States officials said that even if Iraq did not launch its long-awaited offensive this week it was expected that both countries would carry out more attacks against oil shipping.

The United States has provided 400 Stinger surface-to-air missiles to Saudi Arabia, and has also given "initial approval" for Kuwait to be provided with Stingers.

However, the Reagan Administration is trying to urge the Gulf nations to seek alternative suppliers of defence equipment, such as Britain.

Bahrain page, page 6

there had been a tendency for the British not to bother to learn anything else because when they went abroad they found that their language was spoken everywhere. "But we have got to do a lot more and do it a lot better if we are going to get on in trade and industry today."

He said that financial constraints might make wider language teaching difficult, but the aim was that every child would receive tuition in at least one language and "as many as possible" would also be taught a second one. New 95 per cent of British children who are taught a second language learn only French.

Mr Dunn said the Government had been concerned for some time about the ability of British children to speak other languages. That was why a discussion paper on the subject

## Latin debtors seek North-South summit

From Bailey Morris, Philadelphia

The big Latin American debtor nations plan to invite President Reagan, Mrs Thatcher and other heads of state to a North-South summit on debt in September.

The nations are currently working on an international treaty to resolve their debt crisis.

● SENATOR Manuel Ullao, the former prime minister of Peru, disclosed the summit plan to international bankers at Philadelphia yesterday.

The Latin nations hoped to agree a treaty or package of measures to resolve the debt crisis, which they will then present to the industrialized world, he said.

Proposals on a medium to longer-term solution are already being developed by a committee formed by the Organisation of American States in Washington.

These proposals will be further refined when ministers from Argentina, Brazil, Colombia, Chile, Venezuela and other Latin nations meet in Bogota, Colombia, for the first "debtors' summit" from June 17 to 19.

Senator Ullao said his OAS committee was attempting to develop a comprehensive package dealing with regional debt, trade and economic develop-

ment and possibly defence issues. These proposals would be further refined in more meetings between now and September, at which the US would be represented.

The treaty or package would be instead of the formation of a debtors' cartel which most Latin nations oppose strongly, on grounds that a break in dialogue with commercial banks and western governments would be a disaster.

Mechanisms under discussion include a cap on interest rates.

The proposed North-South summit among topics related to the debt crisis which were discussed by world bankers during closed-door sessions on the health of the international banking system.

With concern growing over a possible default by Argentina, the influential group of central bankers and executives of 112 of the world's biggest banks discussed contingency plans.

Federal Reserve officials in Washington yesterday denied that the Central Bank and the US Treasury had agreed on a big rescue package relieving American banks of their bad Latin loans.

Letters, page 11

## Miners promised no union reprisal

By Paul Runtledge and David Felton

Moderate Derbyshire miners yesterday gained a promise from their union leaders in the High Court that they will not be disciplined if they cross picket lines to go to work.

The move came as both sides in the long-running pit stoppage prepared for a second round of peace negotiations against the background of a slow build-up in the number of strikers resuming normal working.

The National Coal Board last night reported that about 350 pitmen who had been on strike in Nottinghamshire had clocked on and two colliery winders went through the pickets at Houghton Main in the Barnsley area. About 60 men also went back in north Derbyshire.

Left-wing leaders of the Derbyshire area of the National Union of Mineworkers gave their undertaking not to deprive men who cross picket lines of union membership or benefits to Robert Megarry, the Vice-Chancellor, who last week granted "right to work" injunctions against Nottinghamshire union officials.

In Nottinghamshire, the first of a series of NUM branch elections saw the unseating of Mr Steve Abbott, the pit delegate at Calverton colliery, who had supported the strike. In a 67 per cent turnout - 11 per cent up on last year - he polled only 90 votes against 475 recorded for Mr Robert Davies, an electrician, who opposes the strike.

However, Mr Arthur Scargill, president of the NUM insisted: "There can be no settlement of this dispute until the closure programme is withdrawn."

In Torquay, yesterday, Mr David Bassett, general secretary of the General Municipal, Boilermakers and Allied Trades Union told delegates at the union's conference that he is to ask the TUC to establish a loan fund to help miners' families suffering hardship.

Mr Bassett, who is chairman of the TUC's economic committee also wants money in the fund to be available to the NUM if it encounters financial difficulties at the end of the strike. It is the first move to involve directly the TUC in the dispute.

Mr Bassett, who said that the fund should be "substantial" and supported by all unions, will ask Mr Len Murray, the TUC general secretary, to start organizing the fund.

The issue is to be discussed by the TUC's finance and general purposes committee, which will make a recommendation to the TUC's general council before an appeal to all unions is made.

● The miners' dispute has added an extra £197m to the National Coal Board's estimated losses for the last financial year, the Secretary of State for Energy, Mr Peter Walker said last night.

Letters, page 11

When the time comes to change your hardware

BOS BUSINESS OPERATING SOFTWARE

You'll be glad you chose our software

BOS Business, Office and Programming Software runs on all major 8, 16 and 32 bit microcomputers. BOS Software can move between computers without any recoding, recompilation or file conversion. BOS Software is built in Britain to meet the requirements of international business.

BOS Software  
87-89 Saffron Hill London EC1N 8QU  
Telephone: 01-831 8811



# Coal board lists pits at risk as conditions deteriorate during strike

More than 30 collieries are facing serious difficulties through deterioration of underground roadways and coalfaces, and Barony pit in Scotland is a "likely casualty" of the strike, according to an internal National Coal Board report on the state of the industry.

The strike is now in its thirteenth week and the condition of faces, machinery and access routes is causing the board acute concern. It may affect the board's bargaining position in its talks with the National Union of Mineworkers.

The difficulties are mostly due to geological pressures, but they are being compounded in some cases by refusal on the union's part to put in rescue teams, management say.

Miners at several collieries in Scotland have been told in personal letters that their place

By Paul Routledge, Labour Editor

of work is in jeopardy, and some have telephoned to offer their help, but area strike committees and pickets are reported to have kept them out of the pits.

A full list of the mines causing concern obtained by *The Times* discloses the following difficulties:

Scotland: Barony (650 men) condition of one face "critical", and considerable deterioration in roadways; local strike committee decision to put men in overruled by area NUM.

Seaford: Pickets on yesterday to prevent men going in; face conditions deteriorating.

Castell: One face with "extremely bad conditions", power supports buckling "like spaghetti".

Bilston Glen: Face deteriorating; union has withdrawn safety cover, but may relent in face of

management warning that power would be switched off.

Polkmet: One face "losing height significantly".

Northumberland: Bates: Heavy "weighting" (Ceiling, bearing down) on one face; mining machinery trapped by roof falls.

Whittle: One face "significantly affected" by floor heave.

Durham: Murton: one face deteriorating, broken roof and roof falls.

North Yorkshire: Aclon Hall: development roadways in bad condition.

Prince of Wales: Floor lift on roadways.

Killingley: Shaft deterioration and risk of spontaneous combustion.

Doncaster: Brodsworth: One seam and roadways deteriorating.

Highgate: Seam "still deteriorating".

Asker: Face deteriorating.

Hatfield: Face deteriorating.

Markham: Roadway continuing to deteriorate.

Barnsley: Dodworth: Roadway to coalface affected by floor heave; no remedial action.

Houghton Main: Silkstone face "significantly affected" by convergence; some power supports crushed solid, others "very low".

Kinsley Drift: One face "low" with checks solid; another face hit by convergence.

South Yorkshire: Manton: Heavy duty face equipment hit by floor heave.

North Derbyshire: Shirebrook, Renishaw Park, Warsop and Whitwell all affected by "heavy weighting"; broken roofs and convergence on faces.

Weston: Bold: Floor heave on all three faces.

Wolstanton: Floor heave on roadways.

Kent: Tilmantone: Union told that one face will not reopen after strike; efforts will be directed to a new face.

## Mine closures warning

By Our Political Correspondent

Mrs Margaret Thatcher yesterday insisted that no economic pits would have to be closed.

The Government had honoured its side of the "Plan for Coal" bargain by giving a "superb performance" on investment, but the agreement had not been honoured so far as productivity and pit closures were concerned, the Prime Minister told a European election press conference.

She said: "We have to get the closure of these uneconomic pits in the interests of the future of the coal industry. How that closure is done has always been a matter of local consultation, always, always, always at area level, and the details are a matter for the National Coal Board."

But Mrs Thatcher said that

coal from the most uneconomic pits was costing £89 a tonne compared with production at the best pits, costing £28 a tonne. Such "very, very uneconomic coal" pushed up the price of coal, hindered sales and had a "highly damaging effect" on the price of electricity.

Mrs Thatcher was also asked whether she favoured coal board action against the National Union of Mineworkers in the courts.

She said: "Whether a nationalised industry chooses to use the law which is available under the trade union Acts is a matter for that nationalised industry or for the private sector."

"They know the evidence. They are in the best position to judge."

letters, page 11

## Union aims to stop seizure of assets

From David Felton, Labour Correspondent, Torquay

Britain's third largest union is drawing up contingency plans to protect its £31m assets from seizure under the Government's employment legislation. It is also to change its rules to frustrate the new laws.

Mr David Bassett, general secretary of the General, Municipal, Boilermakers, and Allied Trades Union, said that the union's balloting system before industrial action will continue even though it may conflict with the pre-strike ballot provisions in the Trade Union Bill due to become law in the autumn.

The union was due to agree a number of rule changes at its annual conference in Torquay yesterday, but postponed any decisions after a warning from Mr Bassett that "to make changes now, some of which could appear to be preparing us to comply with the law, would be a mistake".

He told delegates: "It is a law we must not only expose but also frustrate."

But it appears that leaders of the 875,000-strong union will look for rule changes that accommodate the new law, rather than declaring outright defiance.

Mr Bassett, the most influen-

## Teachers to start new strike wave

By Colin Hughes

Nearly 6,000 teachers will strike throughout England and Wales today, beginning the second wave of coordinated selective action by the two largest teaching unions.

The main strikes are being mounted by the National Union of Teachers. Of their 235,000 members, 5,250 will strike at 270 schools in 50 of the 104 local authorities during the next three days.

The National Association of Schoolmasters/Union of Women Teachers is pulling selected members out on half-day strikes in eight authorities. The union had hoped to reopen action yesterday, but its agreement to give 24-hours notice meant that branches could not warn their local authorities before half-term began yesterday.

In South Glamorgan yesterday, NAS/UNT action affected five secondary and two primary schools. Schools were also affected in Leeds, Staffordshire, Hampshire, Gloucestershire, and Cambridgeshire.

In Staffordshire, 600 NAS/UNT members will stage half-day strikes in 140 schools this week, affecting about 100,000 children. The union will begin action in North Yorkshire and Essex today, and add another four authorities to its target list on Monday.

Tomorrow the National Union of Teachers will announce details of further strikes next week, expected to include some authorities so far unaffected by strikes.

● Leaders of the Union of Communication Workers are due to meet today to discuss plans for industrial action in support of their 5.2 per cent wage claim (Our Labour Reporter writes). Last night, talks were under way to try to resolve the dispute.

● Leaders of three Civil Service unions rejected a 4.5 per cent pay offer yesterday and set in train a consultation exercise with their 380,000 members. The executives of the Civil and Public Services Association, the Institution of Professional Civil Servants and the Society of Civil and Public Servants are confident that their members will endorse the stand and demand an offer nearer their claim of 7 per cent or £7.

● Talks will continue today to try to end a strike over the dismissal of a black worker which has halted car production at BL's Longbridge plant in Birmingham.

## Spire is shrine for US veterans

From Michael Horsnell, Normandy

For two hours American paratrooper John Steele hung by his parachute from the spire of the church at St Mere Eglise feigning death.

Wounded in the foot and the target of occasional pot shots by German guards, he watched as his comrades were shot dead before they landed in the early hours of D-Day.

The story of John Steele, from Kentucky, of 505 Parachute Regiment, has made the village a shrine for thousands of American veterans returning to Normandy.

Villagers yesterday recalled the early hours of June 6, when an incendiary bomb started a fire. They formed a 100-strong chain passing buckets of water from the village pump beside the church under the scrutiny of guards when out of the sky fell flocks of American paratroops, cruelly and accidentally, illuminated by the flames.

Three parachute regiments of the 82 US Airborne Division had been ordered to take the village, about 12 km inland from Utah Beach, and secure the crossings over the river Douve in advance of seaborne forces of the US Fourth Division landing.

Another three regiments of the 101 Airborne Division were to drop inland beyond the flooded areas of Utah that lay behind the sand dunes.

The plan was to prevent the

## D-DAY EVENTS CALENDAR

Today: 3 pm, Normandy: Prince of Wales attends 8th Airborne Division D-Day service, Ranville. 5.30 pm, London: The Queen Mother unveils plaque on General de Gaulle's wartime HQ, 4 Carlton Gardens, SW1. 5.45 pm, Portsmouth: Queen and Duke of Edinburgh visit Eisenhower's D-Day HQ, Southwick House, HMS Dryad. 6.30 pm, Portsmouth: Queen and Duke of Edinburgh. 9 pm, Television, Channel 4: *The True Glory*, wartime documentary of Allied invasion. Tomorrow: Normandy: Queen and Duke attend D-Day fortieth anniversary celebrations. 2.35pm: Lay wreath at Bayeux Cemetery. 3.50pm: Join other heads of state at Utah Beach memorial service. 6.15pm: Review veterans march-past Arromanches. beach assault forces being caught on the narrow coastal strip, but things went badly wrong when the paratroops were scattered over almost 400 square miles. Despite the inaccuracy of the airborne assault, the paratroops fought a savage action that cost them dearly. But St Mere Eglise became the first French village to be liberated by the Americans. John Steele was eventually cut down and briefly taken prisoner. Yesterday, as US paratroops prepared to stage a celebratory drop on the village, its inhabitants strung a dummy of Steele, who died in 1969, from the church spire. "It's a kind of emotional experience for all of us," 1st Lieutenant Harry Masters, a veteran, aged 70, said. ● Unauthorized aircraft flying over the Normandy beaches tomorrow will be shot down. French defence chiefs said yesterday (The Press Association reports). Spectrum, page 8

## Concern over free access to EEC television

By Bill Johnstone, Technology Correspondent

British television viewers have the right to unrestricted access to European Television channels according to a report due to be published by the EEC in about two weeks time.

The controversial conclusion is contained in the Green Paper *Europe-Wide Television* and is expected to cause the Government serious concern, particularly if the ruling means unbridled satellite television broadcasting.

The French are to launch their direct broadcasting satellite (DBS) in 1985, expected to be at least 12 months before the British who have still not decided which type of satellite they will use and when the launch will take place. The French signals will be available in the UK, Germany is expected to follow suit.

The EEC says about the discussion document: "News, papers, collectors' items, records, films and the showing of films benefit just as much from free movement within the Community as do food, consumer durables and services by banks, insurance companies and advertising agencies."

"The Treaty of Rome provides for the abolition of restrictions on freedom of broadcasting within the Community (Article 59), considering the transmission and relay of broadcasts to be services (Article 60 & 62)."

"The Community is bound to ensure the free flow of information, and considering the importance of the media across its internal borders; all Community citizens must in law have the same right of access to radio and television broadcasts."

There are four principal areas where the national rules governing broadcasting need to be brought into line, the EEC says. These are: advertising, the right of reply and copyright.

Broadcasting employs about 1 per cent of the Community's labour force while generating about 2 per cent of the EEC's gross national product.

Satellite fears, page 23.

## Poles see illicit Stoppard videos

By David Hawson, Arts Correspondent

The Tom Stoppard play about the rise of Solidarity, the independent trade union, has turned into a black market success in Poland, where there has been a spate of pirate videos of the drama.

Wealthy Poles with the right connections were watching illicit copies of the play *Squaring the Circle* last Thursday at the same time that it was making its first legitimate appearance in Britain on Channel 4.

The pirates are believed to come from copies which originated in British television circles, and they may well be the only chance that the Polish people have of seeing the play. It shows, among other things, Leonid Brezhnev and a number of Polish leaders in Hawaiian shirts and Bermuda shorts, and depicts the country's politburo as a group of gangsters.

The independent company TVS, which produced the play, remains baffled about whether the drama will be broadcast by the state television service, which last week bought it for about £1,000.

TVS denied reports from Warsaw that the sale of the programme had not been agreed with Polish television.

"They approached us about the programme in the first place. They sent us a telex with an offer for it and we sent them a telex accepting it. They then confirmed our acceptance."

TVS said that it was told that the state television service was considering showing the play last Saturday at peak viewing hours, to be followed by a discussion. But when the play did not appear, TVS decided to warn the state company that it would not allow the play to be broadcast at a later date unless all of the planned cuts were agreed in advance.

That promise was forthcoming from Warsaw but the British company, which has been baffled by the Polish interest throughout, admitted that it was doubtful that an uncut version of the play would be broadcast.

## US paintings match Impressionist prices

By Geraldine Norman, Sale Room Correspondent

Christie's weekend sale of American paintings in New York proved another blockbuster, totalling £5.9m, and demonstrating that American nineteenth and twentieth century paintings are now as costly as Impressionist and Old Masters.

The top price was scored by a "View of Boston" by Thomas Cole, the father of American landscape paintings at \$990,000 (estimate \$700,000 to \$900,000) or £702,127. It is a wide view with a shepherd and his flock in the foreground, Boston caught in a shaft of sunlight in the distance and the harbour below it.

The picture was painted about 1839 and commissioned by Joshua Bates, a Boston-born partner in Baring Brothers who then lived in London. The price for the commission was £50. It was bought by Hirsch and Adler, the New York dealers.

The Cole set a new auction price record for the artist. There was also a new auction record for a pastel by Mary Cassatt of about 1896 at \$495,000 (estimate \$250,000 to \$350,000). It is entitled "Conversation" and shows two girls seated. Mary Cassatt was a close collaborator of Degas and the other Impressionists; this pastel was bought from her by Durand-Ruel, the Paris dealer who championed the Impressionists.

In England, Christie's began a two-day sale at St Osyth's Priory in Essex, securing

£247,000 for furnishings with 14 per cent unsold. Mr Somerset de Chair, the author and politician and his wife Lady Juliet have put the ancient house up for sale and are selling such of the contents as they do not wish to take with them.

The furniture inherited by Lady Juliet from her father, the eighth Lord Fitzwilliam, proved easily the most attractive to bidders. It was made for Wentworth Woodhouse, his house in Yorkshire. A big George II giltwood mirror or pier glass that had been made for the house secured £37,800 (estimate £10,000 to £15,000).

**Dadd portrait to be sold by tender**

A most eccentric masterpiece goes on sale today in a London Gallery by an equally unusual method. Earlier this year Agnew's, the Bond Street picture dealers, made a successful experiment with a sale by tender, that is the invitation of sealed bids for a painting, to be opened on a set date (Huw Mallescu writes).

Agnew's are trying the method again to sell a portrait of the physician, Sir Alexander Morison, by the mad Victorian artist, Richard Dadd. Having murdered his father, Dadd set off for Rome to kill the Pope, but was apprehended and spent the rest of a long life in the Royal Bethlem Hospital. Morison was one of his doctors there, and the portrait dates from 1852.

## Scotland edges out England

Scotland won the women's home countries international bridge series in an exciting England in the last match of the quadrangular tournament at the Moat House, Oxford, over the weekend. England had a 10 imp (international matchpoint) lead over Scotland with five boards remaining, but one expensive mistake by each of the two English pairs cost them the match and championship.

Scotland beat England by 21-13. Wales by 20-14 and Northern Ireland by 20-16. Standings: Scotland 61½ victory points, England 57, Northern Ireland 55 and Wales 41½.

## Commander Vahab Zadegan

In our article (May 30) about the deportation of four suspected Iranian terrorists, we reported that Commander Vahab Zadegan, formerly in the Iranian Navy, informed British police about the "squad".

He has asked us to make it clear, and we accept, that he did not contact the police or British Intelligence, nor did he give the information alleged. We apologise for any anxiety or embarrassment he or his family have suffered.

**Overseas selling prices**

American art: 19th C. 18th C. 17th C. 16th C. 15th C. 14th C. 13th C. 12th C. 11th C. 10th C. 9th C. 8th C. 7th C. 6th C. 5th C. 4th C. 3rd C. 2nd C. 1st C. 0th C. 100

**Canadian fishermen kill baby seals. Don't buy Canadian fish.**

**IFAW**

Please send us a donation. International Fund for Animal Welfare. 10000 Highway 1, New York, NY 10018. Bank transfer.

**Curbing closed shop 'may take time'**

Legislation to curb the closed shop would have little immediate effect, employers' organizations said yesterday.

Some companies have told unions that 100 per cent membership agreements will have to wait by November under the provisions of the Employment Act, 1982, but most are resolved to do nothing until a dispute arises.

Under the Act, a closed shop will be legitimate only where 85 per cent of those who vote in a ballot support it.

## Dogs and joggers fall foul of Reagan park policing

By Stewart Tisdler

Children, joggers and dogs with foul intentions were excluded from their normal recreation areas in Regent's Park yesterday as police created a security cordon around the United States Ambassador's residence which is used by President Reagan this week.

A large area of the park at either side and the rear of Winfield House, was placed out of bounds as police completed their preparations for the

President's arrival by helicopter from Heathrow. The house and grounds are already surrounded by a high fencing. Yesterday this was reinforced by a chain of crash barriers in the park.

Uniformed officers patrolled the barriers and at night the areas of grass and trees will be lit by mobile searchlights. A children's playground is being used to supply police refreshments while an area reserved for dogs was also out of bounds.

The pavement at the front of Winfield House has been closed to the public for about half a mile, though this did not deter the park's daily complement of joggers who yesterday pounded along in the road instead.

Guards at the entrance to the house checked all visitors while a police control point was set up to one side and an anti-terrorist squad van cruised in the area.

The house, with an array of high frequency radio aerials bristling from its chimneys, will accommodate, in addition to Reagan, a complement of US Secret Service agents put by one source last week at 35, working in seven teams.

Lengthy negotiations and discussions on arrangements for the President have been held between Scotland Yard and US officials during past

months. The agents accompanying the President will be expected to leave any weapons on their aircraft when they land.

The President's helicopter landed in the grounds of Winfield House at the centre of a strangely silent section of Regent's Park. All traffic was diverted from a long section of the outer circle well before helicopters began to hover before landing.

Leading article, page 11

**REDWINGS HORSE SANCTUARY**

**Albert**

Rescued as a foal from slaughter.

We are urgently in need of funds to feed and care for our growing family of horses, ponies and donkeys saved from treatment and slaughter.

If you would like to help, please contact:

Mrs W. Balentine  
Redwings Horse Sanctuary  
(Charitable Trust)  
Hill Lane, Pottersham  
Newbury, Berkshire  
Tel: Newbury 737289

Visitors very welcome on Sunday afternoons



## Fowler reforms NHS with 1,800 managers to decide and take action

By Nicholas Timmins, Social Services Correspondent

General managers are to be appointed throughout the National Health Service in England by the end of next year at the latest.

The decision to go ahead with the recommendations of the Griffiths reports, which will mean the appointment of up to 1,800 general managers at regional, district and unit level, was announced yesterday by Mr Norman Fowler, Secretary of State for Social Services.

Many of the appointments are likely to come from within the service, from among administrators, treasurers, doctors and nurses, but authorities will be allowed to appoint outsiders to the posts. Initially, however, outside appointments will have to be approved by ministers.

The posts will normally be full-time, although at unit and hospital level, particularly where, for example, a doctor is appointed, the post can be part-time, but the holder's "top priority".

The Griffiths proposals led to fears that autocratic chief

executives were to be appointed, ending the existing "consensus" management.

But Mr Fowler said "There is no question of throwing consensus out of the window. A good manager takes others with him. Consensus is vital to the management of any organization, in particular a multi-professional body like the health service. But this does not mean that decisions should be ducked or avoided".

To allay some of the fears, professional chief officers, including doctors and nurses, and members of the district management team will still have direct access to health authorities. General managers at district level will be accountable only to their authorities, not to the regional general manager.

At unit level, however, general managers will be accountable to the district managers. The Commons Social Services Select Committee described the proposal to introduce general managers at unit level so soon after the reorganization in 1982 as "the height of folly", but Mr Fowler said authorities were being given until the end of next year to make the changes there.

Unit level was the point where services were delivered to patients, and without introducing general management there "it is arguable whether the

whole thing is worthwhile at all".

Under the timetable, regions and the special health authorities in London are being given until the end of September to make their proposals for appointing general managers, and district general managers will follow as soon as possible, with unit managers in post by the end of 1985 at the latest.

Detailed long-term pay arrangements have still to be worked out, and Mr Fowler conceded that theoretically outside appointees could negotiate higher salaries than existing staff receive for the same appointments.

Yesterday's package also includes other key elements of the Griffiths recommendations: the introduction of management budgets as soon as possible, and the extension of accountability review to hospital and unit level.

Management training and education is to be increased, particularly for doctors, to encourage the introduction of clinical budgeting where doctors are made responsible for the resources they use.

The NHS supervisory board recommended by Griffiths has been set up and ministers are seeking a chairman for the new management board who Mr Fowler said should be appointed in the next two months.

## Family and friends bid Eric Morecambe farewell

By David Hewson

Britain said goodbye to the tall one with the specs yesterday at a funeral which was memorable for Eric Morecambe's sense of humour as it was marked by the sense of loss at his death.

Ernie Wise, the comedian's partner and the one indelibly saddled with the "short, fat hairy legs", told the congregation that his loss was "like the final curtain on a play what I wrote".

He spoke of the team's 43 years together and said: "Suddenly, one of them has to leave and as he left he sang a little song which was very typical: 'Bring me sunshine'".

Comedian Dickie Henderson, one of many show business names who attended the service at the Church of St Nicholas in Harpenden, Hertfordshire, where Mr Morecambe lived, disclosed that a few months ago he had received a message from the comedian asking him to read the eulogy at his funeral.

"I know what a great tribute you gave to Arthur Askey", it read. "I would like you to do the same for mine to remind everyone what a great comic I was. P.S. I'll pay you when I see you... down there!"

Mr Morecambe, who was 58, died on May 28 of a heart attack after giving a theatre performance in Tewkesbury, Gloucestershire.

The congregation heard the Rev Gordon Martin, vicar of St John's Harpenden, pay

tribute to the comedian with the words: "he wasn't just a great comic genius - he really cared."

"He was a man who unashamedly gave of himself to bring laughter to others. Yes he was a great comedian, but also he was a man who by caring about others, caused others to care about him."

Flowers covered the lawn outside, many containing personal messages. Elton John's card said: "To one of the funniest and sweetest men in the world."

There were also flowers from Anita Harris, Ronnie Barker, Benny Hill, Des O'Connor and many more.

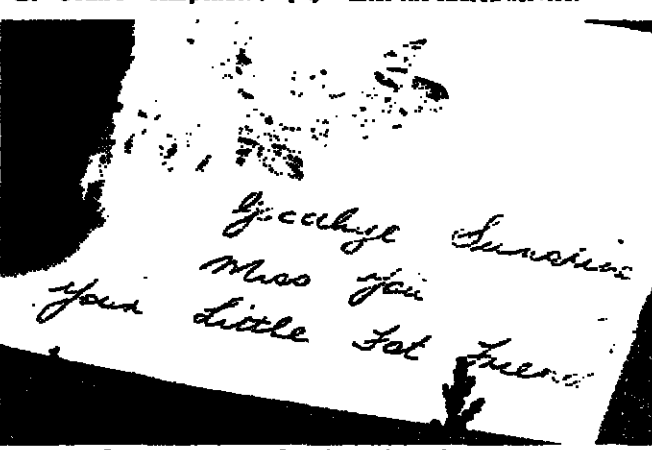
Mr Wise read from the Bible during the service. From St John, chapter 24, it told of Jesus informing his disciples: "In my Father's house are many mansions: if it were not so I would have told you. I go to prepare a place for you..."

The comedian's widow Joan, sons Gary and Steven and daughter Gail attended the funeral, accompanied by a crowd of showbusiness stars who had become close friends of the family during Mr Morecambe's career.

More than 1,000 people gathered outside the church for the service, which was relayed to them through loudspeakers, and Harpenden's shops closed briefly as his coffin arrived. Mr Morecambe's close family attended a private cremation after the church service.



Ernie Wise, surrounded by flowers for his partner of 43 years, and his own last tribute (Photographs: Chris Harris)



## Call to restrict rural home sales

By Hugh Clayton, Local Government Correspondent

Sales of some cheap rural homes should be restricted so that they do not become weekend cottages or commuter dormitories, the Development Commission said yesterday.

The commission, a quango which tries to prevent the decay of rural communities, has paid £5,000 towards each of 65 houses built to be sold for between £20,000 and £23,000 under shared ownership schemes.

Occupants will pay part of the cost through mortgages and part through rent to a housing

association, which keeps the right to veto new owners and curb selling prices to prevent profiteering.

Mr Nigel Vinson, chairman of the commission, said yesterday: Demand for second homes often made it hard for young couples brought up in villages to buy homes there.

Mr Vinson was speaking at a press conference in London about a new scheme for the commission to use some of its £23m annual income to channel housing and light industry into deprived rural areas in England.

## Many toys from abroad are unsafe

A third of tested samples of foreign-made toys and electrical appliances intended for the British market fail to meet basic safety requirements (David Young writes).

However, despite being rejected by the main retail chains, many unsafe products are sold on market stalls.

An independent testing laboratory, Quality Control International, based in Wembley, north-west London, has found that 1,000 of 3,000 samples of toys and appliances tested last year were faulty.

## Call for church weddings grant

Jobless couples should receive government grants to help pay for church weddings, the Rev John Theobald, aged 49, rector of Loftus, Cleveland, has said. He is worried because so many young couples are going to the register office for cheapness.

Mr Theobald already gives a discount of £10 to jobless couples who are married at his church. This comes out of his fees. He said: "It is the least I can do, but I think the Government could help because it would appear to me that it is their policies that have created such misery in areas like mine."

## Cut-price taxis for disabled

The Greater London Council yesterday launched a £2m taxi credit card scheme which will allow up to 22,000 disabled people in London unlimited taxi trips for £1 each.

Seven of the capital's radio-controlled cab firms have agreed to take part. Users will be given a card which covers any journey starting or finishing in the greater London area where the fare is £6 or less.

The user pays the driver £1, plus any amount over £6, and the GLC pays the rest. Details of the scheme are available at post offices.

## Custody remand

William Frederick Watt, aged 51, described as a journalist, of Park House Hotel, Sussex Gardens, Paddington, London, was remanded in custody by Hendon magistrates yesterday accused of threatening to kill Mr Sam Klibansky, a solicitor, on February 20.

## Auctioneer dies

Mr Peter Wilson, honorary life president of Sotheby's and its former chairman, died in Paris on Sunday after a short illness. Sotheby's announced yesterday. He was 71.

Obituary, page 12

## Actress divorced

Miss Rula Lenska, aged 35, the television actress, was granted a special procedure on divorce decree at the London Divorce Court yesterday, the seventh anniversary of her marriage to Mr Brian Deacon.

## Owner may reclaim 'Flockton'

The two racehorses involved in the Flockton Grey racing swindle could be at the centre of new legal battles.

The winner of the notorious race at Leicester has been kept under tight security at police stables in north Humberside since its "arrest" 18 months ago.

But now Kenneth Richardson, aged 46, the businessman who set up the fraud may claim the horse back. He was given a nine-month prison sentence suspended for a year after being found guilty at York Crown Court of masterminding the fraud.

The court heard that the three-year-old horse, Good Hand, won in the guise of a novice two-year-old falsely named Flockton Grey to give Richardson and his racing manager, Colin Mathison, a big betting coup.

Humberside fraud squad, yesterday disclosed that the police may apply to the court to recover the costs of stabling the thoroughbred which Richardson bought for £3,100, and which was central to the prosecution's case.

Richardson was also fined £20,000 and was ordered to pay up to £100,000 towards prosecution costs. But the police said it was uncertain whether the upkeep of the horses, becomes part of those costs.

Meanwhile, the younger, unnamed horse whose identification documents enabled Good Hand to adopt the false identity of Flockton Grey is unwanted.

The police who recovered the horse from Mr Wiles's yard at Flockton, near Wakefield, after the race two years ago must now apply to a magistrates' court under the Police Property Act, to take the animal to a bloodstock sale.

## Iceberg's growing future

Mr Richard Foot, who farms in Hampshire, has disproved sceptics who said that Iceberg lettuce, developed for the hot Salinas Valley in California, could not be cultivated in Britain (Our Agriculture Correspondent writes).

Imports of Icebergs from the United States rose from 1,300 to 3,600 tonnes between 1978 and 1983.

So Lord Sieff, former chairman of Marks and Spencer, encouraged domestic growers to meet the growing demand.

Seven growers have invested more than £5m, mainly in the vacuum drying machines needed to reduce temperature and retain shelf life.

Some 20 million Icebergs are expected to be grown on 2,000 acres this year.

## Drug experts at odds on slimmer's death

A combination of slimming drugs could have contributed to the sudden death of a woman concerned with losing weight, an inquest was told yesterday.

However, after hearing conflicting specialist opinions, the coroner, Mr Lionel Skingley, recorded an open verdict on Mrs Doreen White, aged 42, of Gravesend Road, Strood, Kent. Mrs White had been taking a

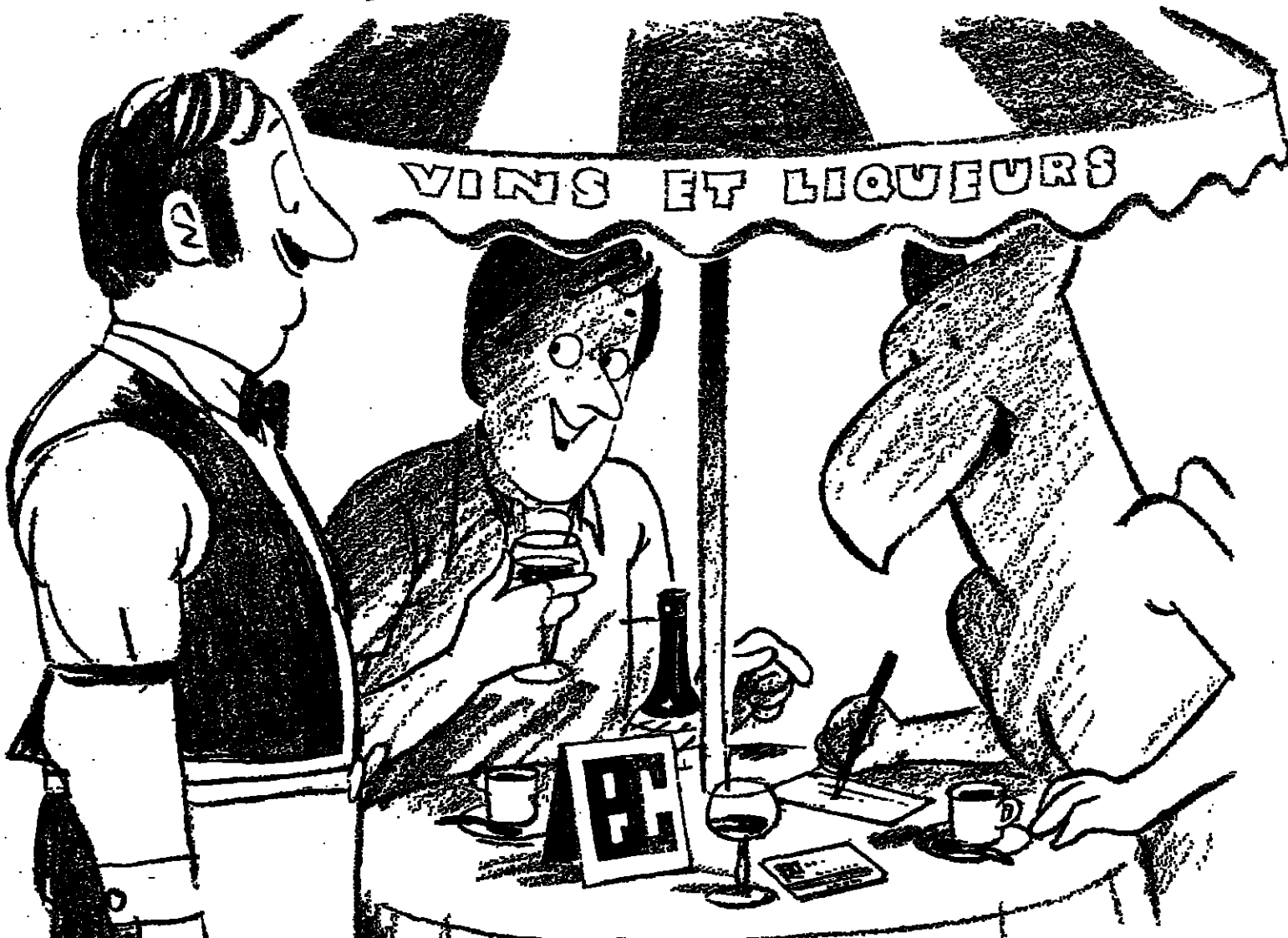
slimming course under Dr Sidney Gee, a Harley Street specialist.

The inquest at Gillingham, Kent, heard yesterday from a pathologist, Dr Peter Jervat. At an earlier hearing he said that a combination of amphetamine and thyroid extract directly caused the heart attack which killed Mrs White. However, after further examination of

Mrs White, he said yesterday: "I accept it is possible that the drugs were not directly the cause of death, but it is highly probable."

Under questioning Mr John Spokes, QC, for Professor Colin Berry, an expert in heart conditions from the London Hospital, told the inquest that Mrs White died, in his opinion, of natural causes.

# "This is a foreign country, Griffin. You can't just dash off a cheque."



## "Oh yes I can, Peter."

When you're at home it's so easy to buy goods and services using cheques. Yet when you're travelling abroad only one major clearing bank lets you do the same.

The Midland.

Midland Eurocheques come in a special wallet and you can use them at home and abroad. Each cheque issued with a Eurocheque card is guaranteed to the currency equivalent of about £75. If what you want to buy costs more, you simply use more than one Eurocheque.

You write out the amount in the local currency. When your Eurocheque is processed, that amount is converted into sterling by Midland and your Current Account is debited accordingly.

You can cash them at 190,000 banks in 39 European and Mediterranean countries and use them to buy goods and services at over 4 million retail outlets in 23 countries. The EC symbol indicates where they're welcome.

You can even use your Eurocheque card to withdraw pesetas from selected cash machines in many places in Spain.

As well as Eurocheques, Midland has many more helpful services for holiday and business travellers. Through us you can get Thomas Cook Travellers Cheques, foreign currency, the gold MasterCard and Access.

So before you set off, visit us. Or call Teledata 01-200 0200 for written details.

**Midland Eurocheques**  
From the Listening Bank



# Police Bill strikes correct balance

## HOUSE OF LORDS

It would be a mistake to regard the Police and Criminal Evidence Bill as a conspiracy of the extreme right to install a police state Lord Hailsham of St Marylebone, the Lord Chancellor, said in the House of Lords when he moved the second reading of the Bill.

It would be equally mistaken, he said, to see the measure as a conspiracy of the left to loosen the reins of authority.

Great changes had been made to the Bill since before the general election when it first appeared. These alterations gave the lie to any possible suggestion that the Government had not been prepared to listen to criticism or had tried to use its massive Commons majority as a sort of steamroller.

The Bill struck a balance. Side by side with extended police powers were restrictions on powers.

We are (he continued) dealing with highly sensitive and emotive issues which potentially affect every subject in the country. Those who engendered groundless fears about this Bill are in danger of taking upon themselves a heavy responsibility and are running counter to a deep-seated anxiety among the public, undoubtedly widespread, that Parliament is not doing enough to counter crime.

It would be a sad day if a measure to inspire confidence in the police were to be put in jeopardy by unfounded criticism.

Earlier the Lord Chancellor said he feared that Britain lived in a age of increasing violence by individuals, by criminals, by supporters and opponents of particular cause at home and abroad, sometimes oblivious to the inconvenience and danger that their activities involved for others, by strikers and flying pickets and by almost every cause in an agitated world. So it became inevitable that law and order should be on the menu of every responsible political party.

The difficulty was that what one lobby favoured, another lobby opposed. There was the law and order boys and girls at one end of the pitch and the humanist and civil rights lobby at the other. A balance must be struck between the interests of society in the maintenance of law and order, respect for lawful authority and the interests of potential victims and the right to liberty, free speech, association, and access to the courts and legal advice.

That was why the overriding philosophy of the Bill was a balance

between the needs of law enforcement and safeguards of freedom.

For instance the right to stop and search was coupled with the suspect's right to be given a reason why this was necessary. There was an absolute limit in the Bill on detention. Only in the most exceptional circumstances involving serious crime would anything approaching the 96 hour limit be needed by the police to complete their investigations. But a shorter limit would hamper police and bring injustice. It was intended to introduce an independent prosecution service outlined in the recent White Paper.

The Bill formed only part of the general strategy on law and order initiated by Viscount Whitelaw when he was Home Secretary.

Lord Elwyn-Jones, the former Lord Chancellor, speaking for the Opposition, said the balance between police needs and citizens' rights, between police powers and civil liberties, had not been properly struck.

Since 1979 the number of burglaries had risen by nearly 250,000. The clear-up rate had fallen to 37 per cent and nearly three quarters of London's crimes were unsolved.

To achieve an increase in police powers at the cost of excessive intrusions into the liberty of the subject would not only be too high a price to pay in terms of civil liberties, it would be seriously detrimental to the fight against crime.

Earlier the Lord Chancellor said he feared that Britain lived in a age of increasing violence by individuals, by criminals, by supporters and opponents of particular cause at home and abroad, sometimes oblivious to the inconvenience and danger that their activities involved for others, by strikers and flying pickets and by almost every cause in an agitated world. So it became inevitable that law and order should be on the menu of every responsible political party.

The difficulty was that what one lobby favoured, another lobby opposed. There was the law and order boys and girls at one end of the pitch and the humanist and civil rights lobby at the other. A balance must be struck between the interests of society in the maintenance of law and order, respect for lawful authority and the interests of potential victims and the right to liberty, free speech, association, and access to the courts and legal advice.

That was why the overriding philosophy of the Bill was a balance

The most serious criticism of the Bill was that several of its important provisions would diminish that public confidence. In the Opposition's view, the balance of the Bill was gravely wrong.

Perhaps the gravest feature of the Bill was the extension of the power given to the police to detain suspects for questioning only. Subject to the issue of a warrant by a magistrate's court, a suspect could be held for a maximum of 96 hours.

The dangers of lengthy detention for questioning were notorious. The National Council for Civil Liberties and the Law Society had protested strongly against this part of the Bill. It eroded, if not destroyed, the right to silence.

Experience had shown that the longer a suspect was detained in the police station the greater the danger he would make a false or unreliable confession.

Lord Hailsham (L) said it was accepted that in dealing with persistent professional criminals often organized on an international basis and backed by large financial resources, the police must have wide powers. But equally it should be recognized the exercise of such powers in relation to those who offended only occasionally, could be entirely offensive.

Many including himself, regarded the right to silence as a fundamental constitutional right and society must be prepared to pay the price for it in terms of frustrated criminal inquiries.

The weakness of the Bill in relation to the powers of entry, search and seizure was that it was obscure and that it failed technically to distinguish between what was evidence and what was information. The Bishop of Gloucester, the Rt Rev John Yates, in a maiden speech, said that civil order was essential to any society and crime which threatened that must be curbed, by force if necessary.

There had been more contact than was often supposed between the church and the police within the last decade, particularly at local level where the policeman and the parish priest were just about the only resident community workers.

One of the worrying features of the Bill was the need to maintain human dignity. The power to keep people isolated increased the temptation to treat them, whether criminal or not, without accord to their right to dignity as human beings.

Lord Campbell of Alloway (C) said that in the new order created by the Bill full recognition was given to the



Hailsham: Sensitive and emotive issues.

close-knit relationship between civil liberty, the rule of law, the role of the police and then that of the courts: for there was no civil liberty save that recognized by law and as enforced by the police.

Lord Denning said crime was increasing and that criminals were often either never caught, or got away with it in the courts.

As a young man, if he crossed a policeman, suggesting he was wrong, he lost his case. The jury had confidence in the police as everyone did. They were trusted. But now counsel taunted the police all the time and suggested that they were framing up the case against the defendant.

When the police defended the ordinary citizen they were set upon by mobs.

The law was in a hopeless muddle and it must be clarified so that the police would know their powers as would the ordinary people. The Bill did this.

Lord Asquith (Lab) said he had been handed a letter from the National Union of Journalists as he came into the Chamber. It was about the Bill's provision to protect journalistic material from the powers of the police to enter, search and seize.

The letter said that one of the great distinguishing virtues of British journalism, whatever its other defects, had been that those who practised the craft had never sought special protection under the law.

He hoped the Government would think again about this provision.

We have always (he said) been able to plead that the freedom of the press is not a privilege for journalists and printers but the freedom of all citizens to exercise and enjoy. That is what we wish to remain - unprivileged and answerable to the ordinary law like all other citizens.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

## Unenviable decisions involved

### ARTS COUNCIL

The Arts Council's recent development strategy document was recommended by Mr William Waldegrave, Under Secretary of State for Environment, as brave, responsible and interesting when he answered questions on the arts in the Commons.

The document was welcomed by one Conservative MP as a serious effort to get a fairer balance between London and the provinces, while another cautioned that the policy would be questioned if it led to some London and Home Counties organizations going out of existence.

A Labour spokesman said the solution was to give the Arts Council more money.

Mr Waldegrave said that the Minister for the Arts, (the Earl of Gowrie), expected to meet Sir William Rees-Mogg, chairman of the Arts Council, within the next month.

Mr Jack Dornand (Eastington, Lab): The slight move to greater help for the regions is more a sop than the fundamental move necessary in developing a strategy. Is there not, for example, an obvious need for much greater assistance to the arts in economically deprived regions like the northern region?

What is the minister doing to convince the Arts Council that there is a need for a much greater transfer of emphasis to help arts in the regions rather than in London?

Mr Waldegrave: It is not the end of the story, I agree, but the Arts Council document, for the first time, begins to lay out the beginning of a strategy. I know that the minister strongly supports that intention, which is laid out fairly clearly in the Arts Council document.

Sir David Price (Eastleigh, C): The new strategy of the Arts Council is to be welcomed as a serious effort to get a fairer balance between London and the provinces. At last the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Robert MacCrimmon (Brentwood and Ongar, C) welcomed any move to increase grants to the outside of London, except that if the result, as the Arts Council seems to have received the message that artistic genius is not found exclusively in the capital.

Mr Waldegrave: I know that the solution of the Labour Party is always to give more money to everybody, thus avoiding having to make any decisions. The Arts Council has done something braver, more responsible, and more interesting to reallocate the money available to it.

## Labour call for 'statesmanlike intervention' by ministers

### COAL DISPUTE

Urgent and statesmanlike intervention by the Secretary of State for Energy and Employment in the miners' dispute, was called for by Mr Barry Jones, chief Opposition spokesman for Wales, during questions in the Commons. He said the proposed pit closures programme would mean economic and social disaster to many Welsh mining communities.

What was required was an urgent and statesmanlike intervention so that genuine negotiations with a view to settlement took place rather than Cabinet disengagement.

Mr Nicholas Edwards, Secretary of State for Wales, replied: I do not believe Government intervention is required to produce genuine discussions.

Earlier he told Mr Raymond Powell (Ogmore, Lab) that reports confirmed that Welsh industry

generally was operating without serious disruption from the dispute.

Sir Anthony Meyer (Clwyd North West, C) asked for estimates of jobs lost if markets were lost to the coal industry through the dispute, and a number of pits were permanently damaged.

Mr Edwards: I have no figures, but if markets are lost or pits not maintained, there may be consequences in terms of jobs lost.

Mr Donald Anderson (Swansea East, Lab): As part of a package deal, the National Coal Board is offering new investment. Will Mr Edwards ensure that Margam pit is high on the agenda?

Mr Edwards: The board are re-considering investment in Margam. It is for the board to make its own decision.

Mr Dennis Skinner (Bolsover, Lab): Some people in the mining industry and outside say that the only time

Mr Edwards begins to shake himself about anything is when the Prime Minister's husband sends him a letter.

It is well-known that the miners are on the road to a historic victory particularly now the chairman of the Coal Board has been put on the substitutes' bench. Mr MacGregor and the Prime Minister and the Cabinet are due to get the biggest political and industrial hiding of their lives.

Mr Edwards: A large number of miners are continuing to work and many more wish to work.

Mr Stefan Tazewicki (Cardiff West, C): Is he aware how much financial contribution, if any, the miners' leaders have made to the striking miners, since £35m of the NUM's money is stacked away and the miners, according to some Labour MPs, are going hungry?

Mr Edwards: Fortunately I do not have responsibility for that matter.

## Concern over aid for regions

### INDUSTRY

A Government manuscript amendment requiring the Secretary of State for Trade and Industry to consult representative interests of the Co-operative Development Agency before making an order ending its functions, was agreed to when the report stage of the Co-operative Development Agency Bill entered its report stage in the Commons.

Mr David Trippier, Under Secretary of State for Trade and Industry, said the Government was prepared to propose this manuscript amendment if the Opposition withdrew amendments being considered.

The Bill increases the limits on grants to the agency and extends its functions but also contains power to dissolve the agency. The other main part of the Bill deals with the designation of assisted areas and provides for a new scheme of regional development grants.

Mr Trippier said the Government was going to fund the CDA for six years and it was unlikely that a decision would be made to wind it up during that time. After that, its future would be reviewed. The opposition amendments dealing with consultation and the possible

use, if the agency was wound up, of any residual finances, were then withdrawn.

Mr Bruce Millan (Glasgow, Govan, Lab) moved an amendment to substitute positive procedure for the negative procedure contained in various parts of the Bill. It was considered with other amendments including one providing that the coming into force of Part II of the Bill on assisted areas and regional development grants should not be earlier than one year after the date of the statutory instrument.

He said the Bill's purpose was to save money on regional aid. This would have serious consequences for many of the development areas in the United Kingdom, yet much of the saving was to be achieved by parliamentary order and the House was not to have a proper opportunity to debate it.

There was considerable apprehension in many areas of Scotland, and this must be true of development areas in England and Wales as well. That development areas status would be removed from them. The whole framework of the Bill was highly unsatisfactory.

Mr Alan Williams, an Opposition spokesman on trade and industry, said this was a piece of legislation that would ensure ministers to implement changes which could

condemn some areas of the country to continuous rundown. Yet it could all be done under other procedure.

Mr Geoffrey Lofthouse (Pontefract and Castleford, Lab) said the government must not be fooled by conditions in the South-East. But should realize that in most regions the situation would get worse before it improved.

Mr Ian Wrigglesworth (Stockton South, SDP) said he strongly supported the amendments. There was a powerful case for ensuring redistribution of resources from the better-off regions to those less well off. That should be done openly and with full debate and discussion.

Mr Alan Dwyer (Linlithgow, Lab) asked for an assurance of Department of Trade and Industry support at Bathgate where there was a serious bidder for part of the biggest concentration of machine tools under one roof in Europe.

Mr Norman Lamont, Minister of State for Trade and Industry, said he could give Mr Dwyer an undertaking that his department would look at any proposal for special help for the Bathgate area sympathetically.

Viscount Whitelaw: I agree. This has been the method of election in this country for a long time and it has stood us well.

Lady Seear (L): There is strong feeling about it in the country.

Viscount Whitelaw: She may be right. The interesting thing is that everyone is keen to think about changes until someone produces some alternative and then they do not like the idea so much.

Lord Mayhew (L): The Leader of the House is warmly respected for his personal part in introducing proportional representation in Northern Ireland, but why did a discriminatory system in Northern Ireland and the rest of the United Kingdom?

Viscount Whitelaw: Not everybody who what I did in Northern Ireland was correct, but I did it because I believe the situation in Northern Ireland is different from the rest of the United Kingdom.

## Significant improvement in economy

### WALES

There was a far longer list of new firms opening and new jobs being created in Wales than there was of closures. Mr Nicholas Edwards, Secretary of State for Wales, said during Commons questions the CBI trend survey and latest unemployment figures confirmed that labour-shedding had substantially stopped, he added.

Mr Edwards said that last month there were 168,799 unemployed claimants in Wales, an increase of 118.7 per cent since May, 1979, when the estimated number of claimants was 77,177.

Mr Barry Jones, chief Opposition spokesman on Welsh affairs, said these figures, disturbing and tragic figures a bleak reminder that we are rapidly approaching a point in Wales where 50 per cent of our unemployed will be long term unemployed. What he feared was that the Welsh Development Agency?

For how much longer can he come here as the hapless apologist for cabinet policies which doom Wales to long term and mass unemployment?

Mr Edwards: He must welcome the trend survey of the CBI published today (Monday) and the April

Welsh survey which confirms a significant improvement in the Welsh economy. It would not be right to increase the WDA's budget at present, but substantial sums are being spent on encouraging new investment and applications for selective financial assistance. The first part of this year are running at an all-time record level.

Mr James Callaghan (Cardiff South and Panarath, Lab): Out of that 168,000 40 per cent have been unemployed for more than a year and 20 per cent for more than two years. What new initiative is he going to propose to offset the social decay eating into families and communities in parts of Wales where this is happening?

Would it not be more realistic and perhaps even more honest to say to these men and women that if present policies continue it is highly unlikely that they will ever get a job again?

Mr Edwards: I share his concern about the problems faced by the long-term unemployed. The WDA is devoting a great deal of its effort to the particular problem he referred to.

By far the greatest contribution we can make to solving these problems is to continue the policies attracting an increasing number of new companies to establish themselves in Wales to provide the jobs and new industries we need in the future.

I could (he said later) read out a long list of new companies which have established themselves in the past 18 months, providing a large number of new jobs in Wales. The industrial visits, the applications and inquiries continue at a high level.



## European elections

# Healey urges Thatcher to launch summit strategy for reflation

By Philip Webster, Political Reporter

The Labour Party began a coordinated attempt yesterday to turn the economic summit in London this week to its advantage by calling on the Prime Minister to take the initiative in persuading other heads of government to adopt a strategy of world reflation to tackle unemployment in the certain knowledge that she will do nothing of the kind.

Party leaders accept that the summit will probably boost Mrs Margaret Thatcher's image as a world leader, a bonus for her campaign, but they have noted that she has been careful not to raise expectations about it. Their tactics will clearly be aimed at attacking the inadequacies of the summit, and Mrs Thatcher's role in it, if they expect no far-reaching measures emerge.

Mr Neil Kinnock, Mr Roy Hattersley and Mr Denis Healey appeared at Labour's Euro campaign press conference to call on the summit to launch a strategy for world economic recovery.

Mr Healey, who alleged that Mrs Thatcher was trying to persuade the Bank of England to

defer an increase in interest rates until after the summit and the election, said she had made clear that she intended to invite her colleagues at the summit to the international system, a crisis largely due to the fact that other countries had followed her in adopting impotence as the main principle of their economic policy.

That impotence had been imposed in Britain partly because of Mrs Thatcher's "unyielding rigidity" and her insensitivity to the difficulties of ordinary people and partly because of the economic dogma, the idea that everything should be left to the market.

Mr Healey said the system was breaking down. Bolivia's decision last week not to service its debts might be the first pebble in an avalanche. Yet Mrs Thatcher "gloried" in the fact that she would do nothing about it. He went on: "It would have been better if the summit were held at Madame Tussaud's. It is clear that the heads of government there will be waxworks. They will not make any attempt to act on the problem. If there was a banking collapse, it could mean that millions more people would be out of work."

Mr Healey, the former Labour Chancellor of the

Exchequer, said in the past governments of any colour would have taken measures to deal with the crisis but the type of "sodomoneism" that Mrs Thatcher had encouraged prevented world leaders even from discussing it.

Mr Kinnock said there were 27 million employed in the countries represented at the summit. The world was beset by stagnation. Without a lead from the summit for a renewed commitment to economic expansion the insecurity and misery of slump would continue.

Mr Kinnock said: "We do not ask for miracles. But we ask governments to spend some to make some, to provide wealth in order to produce wealth."

Mr Hattersley, the Shadow Chancellor, said the Government had abandoned the prospect of curbing unemployment and had begun to define recovery in terms which excluded reductions in the jobs total. Such a definition ought not to be acceptable in a civilized country.

Canada's Liberals choose a new leader this week to take over from the Prime Minister. Mr Pierre Trudeau. Two men, Mr John Turner and Mr Jean Chrétien, lead the field of seven. In his second and concluding article on the contest, Trevor Fishlock reports on the Turner dream and the coming general election battle.

The glittering prizes always seemed within John Turner's reach. His formidable and ambitious mother told him it was his duty to become Canada's leader and his career was directed to that end. Ten years ago his mother complained to an acquaintance: "If Pierre Trudeau doesn't go soon, John will never be Prime Minister."

Mr Turner, born in Richmond, Surrey, the son of a British journalist who died when the boy was two, was raised in Ottawa, where his mother worked as a government economist. When he was 16 she remarried, to Frank Ross, a powerful Vancouver industrialist, and Turner put down an important root in the west.

He left the University of British Columbia, hailed as the most popular student, and took up a Rhodes scholarship at Oxford, studying law. He perfected his French during a year at the Sorbonne, started practising law in Montreal and came to the notice of the British and Canadian popular press by dancing with Princess Margaret at a ball in 1958.

Handsome and athletic, he was a sports "jock", given to talking in a "big man" college-kid way. But there is brains as well as brawn, and he is well-read and unsmiling.

His career soared: MP at 33, Cabinet minister at 36, leadership challenger at 38. He married well, to Geilla Kilgour, daughter of a leading Winnipeg businessman, and he and his wife became stars in Canadian society.

When he fell out with Mr Trudeau in 1975, it was suggested he should take the Conservative leadership and become prime minister, that way, Canadian politics are not much divided by ideology. The party differences are essentially cultural. The Conservatives are the party of English Canada, while the Liberals, who draw much of their



Leading lights: Mr Turner (above) and Mr Mulroney with his wife, Mills

strength from French Canada, have enjoyed a long tenure of power because of their ability to be more of a national party.

The choosing of a new Liberal leader, on June 16, will be a year after the Conservatives chose as their chief Mr Brian Mulroney, who had never held elective office, and did not get a parliamentary seat until September.

In voting for a leader, the Liberals have Mr Mulroney in their minds. Mr Mulroney, who is 44, is a shrewd politician and his achievement has been to build a broad-based coalition within his party. He is a patient conciliator and has done much to bridge the English-French gulf, to mend the party's fractures.

Like Mr Turner, he is a lawyer, a businessman, rightish in outlook, bilingual, charming, photogenic. He, too, has an attractive wife, Mills, and, like the Turners, the Mulroneys make a perfect, handsome couple.

It is not surprising that some Canadians joke that at the next general election it seems their choice might lie between John Mulroney and Brian Turner.

It is possible that hearts could rule heads, that Mr Chrétien, the Energy Minister, could rob Mr Turner of his glittering prize - even that another candidate could emerge as a compromise. But the advantage plainly lies with Mr

Turner, who is seen as the best bet to bring off a Liberal victory in the general election. As leader, Mr Turner may decide to go to the country this summer. A recent poll showed that the Liberals, with the unpopular Mr Trudeau going, are level with the Conservatives. On the other hand, Mr Turner may want to wait until autumn, devoting the next few months to consolidating his position.

In any case, Mr Mulroney has been at a disadvantage. Attention has been on the Liberal leadership race. The convention period, and a new Liberal leader, will keep the spotlight away from him. He has kept his policies under wraps, for fear of having them pre-empted. But Mr Mulroney has said that policies are just dust if you can't win - and he was chosen to win.

Concluded

## Gay Briton to be deported by US

Dallas (NYT) - The Immigration and Naturalization Service is to begin immediate deportation proceedings against a businessman who did not acknowledge that he was a homosexual when he was admitted to the United States in 1965, the director of the service's local office said.

The move comes after the US Supreme Court's refusal last week to hear an appeal in the case, upholding lower court decisions denying citizenship to Mr Richard John Longstaff.

Mr Ron Chandler, the Dallas director of the immigration service, said: "From the service's standpoint, the issue is not homosexuality." "The law is on the books, and we're merely enforcing that law. We don't discriminate against anyone."

Although officials do not inquire about sexual orientation when a foreigner seeks to enter the United States, federal law still bars homosexual aliens, along with psychopaths and those with mental defects.

When Mr Longstaff, a Briton, first sought to become a US citizen nine years ago, he said yes when asked if he was homosexual. But to decide on permanent resident status, he had said no when asked if he had a "psychopathic" personality.

Mr Longstaff, who is 44, is preparing to continue his long fight. "If they start deportation hearings against me, I think there is going to be a fervour much greater than what happened during the Anita Bryant campaign," he said, referring to the singer's effort in 1977 to overturn a homosexual rights law in Miami.

The day after his appeal was denied Mr Longstaff was back at work behind the counter of the Union Jack, his clothing and haberdashery emporium here. He answered a flurry of telephone calls, some from opponents. Nothing really threatening, just nastiness, he said.

Mr Longstaff and his lawyers had hoped the Supreme Court would hear the case because of a ruling last year by an appeals court in San Francisco that a medical certification of homosexuality was required to deny entry to an alien. The public health statute, which dates its practice in 1979, saying that homosexuality could not be determined by means of medical examination.

The legal battles began in 1975, when Mr Longstaff decided to seek US citizenship. At his first interview with INS agents he was asked about homosexuality. "The agent pointed his finger at me and said, 'are you gay?' I said yes. It was either do that or lie. I later got a letter saying they were going to deny my application," Mr Longstaff said.

He wrote to a Congressman, Mr Jim Mattox, now the Attorney General of Texas, and his case was reopened. At an interview with immigration officials in Dallas, Mr Longstaff was interrogated on how many times he had had sexual relations, where and how long. When he refused to answer questions about his sex life, Mr Longstaff said, he was told his application for naturalization would be denied because of lack of candour.

More interviews and investigation of Mr Longstaff's friends, customers and business associates were conducted in Houston and Dallas, and the case went before Federal District Judge Joe E. Estes in 1979. "He kept screaming, 'are you homosexual?'" Mr Longstaff said. "I felt it was none of the Government's business. The application was denied."

## Yugoslav six 'force-fed' in hospital

From Desha Trevisan, Belgrade

Six Yugoslav dissidents who went on hunger strike after their arrest last month, have been moved to hospital to be force-fed, it is believed.

Mr Vlado Mijanovic, a Belgrade sociologist, was arrested two weeks ago with Mr Pavle Imsirovic, and Mr Milan Nikolic. The three staged the hunger strike to protest at what they considered to be unlawful behaviour by the police.

Earlier, another dissident, Dr Vojislav Sesil, a Sarajevo sociologist, began a hunger strike. The arrests came after the authorities had raided a private meeting in Belgrade, rounding up 28 people, including Yugoslav's best-known dissident, Mr Milovan Djilas.

## 80m more to feed each year

From Charles Harrison, Nairobi

If the world is to feed a population of more than 6,000 million people by the year 2000, governments must find ways of encouraging, on a wider scale, forms of agriculture which do more to preserve the environment. This warning is given by the executive director of the United Nations Environment Programme (UNEP), Dr Mostafa Tolba, in a message to mark World Environment Day today.

In his annual message from UNEP's Nairobi headquarters, Dr Tolba says the world has another 80 million people to feed each year, but each year it has less good soil in which to grow food and other crops.

He says the destruction of soil cover, a worldwide phenomenon, is undermining mankind's capacity to feed a population which, on present projections, will increase by more than 1,000 million by the year 2000.

"This year 30 million infants, almost the population of Spain, will die of hunger. Up to 200 million people are severely malnourished. But the connection between soil erosion and hunger and deepening poverty is too seldom made," he adds.

Dr Tolba, whose organization recently concluded that little progress had been made in the past few years in tackling the worldwide problems of desertification, says many farming practices are speeding up the process of turning productive land into desert.

In the United States, he says, 100 million acres of land have been lost to desertification, and in India a third of the arable land is threatened with the total loss of its topsoil.

Dr Tolba's World Environment Day message follows closely on the annual meeting of the UNEP Governing Council here last month, at which representatives of 58 governments found that so little progress had been made on the Plan of Action adopted here in 1977 by the world's first Desertification Conference that it is now obvious that such a target cannot be reached.

From Richard Owen, Moscow

## Sakharov ends hunger strike, officials say

From Richard Owen, Moscow

Soviet officials confirmed yesterday that Dr Andrei Sakharov, the dissident physicist recently rumoured to be dead, was alive and had ended his hunger strike. The sources declined to comment on reports that Dr Sakharov, who is 63, had been force-fed in hospital.

Diplomats said Western reports of Dr Sakharov's death appeared to be based on a misunderstanding. It was not clear whether the incident had

been engineered by the authorities, possibly to accustom world opinion to Dr Sakharov's eventual death. He is in poor health and weakened by fasting. Dr Sakharov's relatives in Moscow have reportedly received no news of his state of health.

Dr Sakharov began a hunger strike on May 2, and was taken from his flat five days later. He has been in exile in the closed town of Gorky for the past four years.

# Raised to be the nation's ruler

Canada's Liberals choose a new leader this week to take over from the Prime Minister. Mr Pierre Trudeau. Two men, Mr John Turner and Mr Jean Chrétien, lead the field of seven. In his second and concluding article on the contest, Trevor Fishlock reports on the Turner dream and the coming general election battle.

The glittering prizes always seemed within John Turner's reach. His formidable and ambitious mother told him it was his duty to become Canada's leader and his career was directed to that end. Ten years ago his mother complained to an acquaintance: "If Pierre Trudeau doesn't go soon, John will never be Prime Minister."

Mr Turner, born in Richmond, Surrey, the son of a British journalist who died when the boy was two, was raised in Ottawa, where his mother worked as a government economist. When he was 16 she remarried, to Frank Ross, a powerful Vancouver industrialist, and Turner put down an important root in the west.

He left the University of British Columbia, hailed as the most popular student, and took up a Rhodes scholarship at Oxford, studying law. He perfected his French during a year at the Sorbonne, started practising law in Montreal and came to the notice of the British and Canadian popular press by dancing with Princess Margaret at a ball in 1958.

Handsome and athletic, he was a sports "jock", given to talking in a "big man" college-kid way. But there is brains as well as brawn, and he is well-read and unsmiling.

His career soared: MP at 33, Cabinet minister at 36, leadership challenger at 38. He married well, to Geilla Kilgour, daughter of a leading Winnipeg businessman, and he and his wife became stars in Canadian society.

When he fell out with Mr Trudeau in 1975, it was suggested he should take the Conservative leadership and become prime minister, that way, Canadian politics are not much divided by ideology. The party differences are essentially cultural. The Conservatives are the party of English Canada, while the Liberals, who draw much of their

strength from French Canada, have enjoyed a long tenure of power because of their ability to be more of a national party.

The choosing of a new Liberal leader, on June 16, will be a year after the Conservatives chose as their chief Mr Brian Mulroney, who had never held elective office, and did not get a parliamentary seat until September.

In voting for a leader, the Liberals have Mr Mulroney in their minds. Mr Mulroney, who is 44, is a shrewd politician and his achievement has been to build a broad-based coalition within his party. He is a patient conciliator and has done much to bridge the English-French gulf, to mend the party's fractures.

Like Mr Turner, he is a lawyer, a businessman, rightish in outlook, bilingual, charming, photogenic. He, too, has an attractive wife, Mills, and, like the Turners, the Mulroneys make a perfect, handsome couple.

It is not surprising that some Canadians joke that at the next general election it seems their choice might lie between John Mulroney and Brian Turner.

It is possible that hearts could rule heads, that Mr Chrétien, the Energy Minister, could rob Mr Turner of his glittering prize - even that another candidate could emerge as a compromise. But the advantage plainly lies with Mr

Turner, who is seen as the best bet to bring off a Liberal victory in the general election. As leader, Mr Turner may decide to go to the country this summer. A recent poll showed that the Liberals, with the unpopular Mr Trudeau going, are level with the Conservatives. On the other hand, Mr Turner may want to wait until autumn, devoting the next few months to consolidating his position.

In any case, Mr Mulroney has been at a disadvantage. Attention has been on the Liberal leadership race. The convention period, and a new Liberal leader, will keep the spotlight away from him. He has kept his policies under wraps, for fear of having them pre-empted. But Mr Mulroney has said that policies are just dust if you can't win - and he was chosen to win.

Concluded

## Prisoners of conscience



## Syria: Adnan Arabi

By Caroline Moorehead

Adnan Arabi, a Damascus lawyer and member of the Syrian Bar Association, is one of a group of lawyers arrested in April and May 1980 after a one day strike by Syrian lawyers. He has been held without charge or trial for the last four years.

The lawyers' protest was part of a general strike organized by the Damascus Bar Association. It called for the lifting of Syria's state of emergency, in force since 1963, the abolition of the state security courts and the boycotting of them by lawyers, and the release of political detainees. Doctors, engineers and other professional groups supported the strike.

Seven days later President Assad dissolved the governing bodies of the Bar Association. Adnan Arabi, who is aged 52, married and has four children, is one of 12 lawyers still in detention. He is being held in al-Qala prison in Damascus where he is allowed to visit relatives every 15 days.

Mr George Wedell, a senior official with the European Commission for nine years until 1982, is also a dedicated European, distributing material from the European Parliament telling voters how it and other European institutions work.

Of the three seats, Greater Manchester East must be the best prospect for the Conservatives. It includes five-eighths of Mrs Castle's former constituency, but it has lost some of her heartland. Although the Conservatives are hoping for at least a 10,000 majority, their candidate, Mr Ken Thornber, is spending the entire campaign canvassing electors with the help of a minibus. Mr Thornber spent four years on the Conservative national executive.

His Labour challenger, Mr Glyn Ford, is a local councillor and book reviewer.

The SDP/Alliance candidate, Mrs Bridget Gaskin, hopes to increase the Alliance share of the vote and is emphasizing the importance to Manchester of Europe because of the local aerospace and other technological industries.

A fourth contender in this constituency is Mr Michael Shipley, the only candidate being fielded in the North-west by the Ecology Party.

Bangkok - Australia is giving another one million dollars (about £221,000) in humanitarian aid for Cambodian and Thai civilians affected by recent fighting on the border between the two countries (Our Correspondent writes).

Mr Bill Hayden, the Minister for Foreign Affairs, announced the aid yesterday during a visit to a camp for Cambodians.

## Cruise deployment decision

## Dutch ruling parties seek early debate

From Robert Schull, Amsterdam

The Dutch lower house of Parliament will decide today whether to debate before or after the European election the Government's conditional decision to deploy cruise missiles.

Both partners in the centre-right coalition of Christian Democrats and conservative Liberals favour holding an early debate. According to Mr Bert de Vries, of the Christian Democrats whose ranks were deeply divided over the deployment issue, there are now enough supporters in the House to carry the Government's decision.

The socialist opposition - firmly opposed to deployment - says a later debate and has accused government parties of trying to rush a vital decision through Parliament.

Confusion remains - even among coalition partners - about the precise meaning of last Friday's decision, particularly on what The Netherlands will decide in November 1985 if the Soviet Union freezes deployment of its SS-20 missiles at present levels. Nor is it clear whether the decision affects only SS-20s targeted on western Europe or those sited beyond the Urals as well.

The ambiguity arose because the Cabinet's letter to the lower house outlining the Government's decision was not specific on this point. The letter says that if by November 1985, no agreement has been reached between the Soviet Union and the United States on the limitations of intermediate nuclear weapons "and if, measured from the time of this decision (June 1, 1984), the Soviet Union has increased the number of deployed SS-20s or has not reduced that number to

the level of June 1, 1984", The Netherlands will deploy its full allocation of 48 cruise missiles.

According to Mr Ruud Lubbers, the Christian Democrat Prime Minister, this means that if there is a Soviet freeze, The Netherlands will not deploy cruise missiles. But Mr Ed Nijpels, the Liberal parliamentary leader and a staunch supporter of deployment, believes this would not automatically be the case.

Mr Lubbers said the decision to delay deployment by about one and a half years - from the middle of 1986 to the end of 1988 - was necessary to give arms limitation talks a final but realistic chance. This, in turn, was necessary to bring into line warring left-wing Christian Democrats who felt - as did Mr Jacob de Ruiter, the Christian Democrat Defence Minister, that a Dutch decision should reflect the country's deep-rooted aversion to the nuclear arms spiral.

The decision now places on the Soviet Union the onus of whether, and to what extent, The Netherlands will deploy cruise missiles. And the final decision on cruise has now been freed from the constraints of domestic political pressure - which has plagued successive Dutch governments.

Any decision will now be taken on the basis of objective criteria, such as whether there is agreement between Washington and Moscow and whether there has been a Soviet freeze.

As neither seems very likely, there is every prospect that on November 1, 1985, the Dutch Government will have no option but to deploy all 48 cruise missiles.

## Lubbers in Madrid for discussions on Nato

From Harry Debelius, Madrid

The Dutch Prime Minister, Mr Ruud Lubbers, and the Foreign Minister, Mr Hans van den Broek, arrived in Madrid yesterday for a two-day official visit, days after the Netherlands decision on cruise missile deployment and hours after the Spanish Government promised to take a clear stand on Nato before the end of this year.

Mr Lubbers's programme called for an audience with King Juan Carlos and talks with his Spanish counterpart, Señor Felipe Gonzalez. Mr van den Broek was scheduled to confer with the Spanish Foreign Minister, Señor Fernando Morán.

Questions connected with Spain's anticipated entry into the EEC and the attitudes of the two governments towards Nato were expected to dominate the talks.

After a year and a half in

## 80m more to feed each year

## to feed each year

From Charles Harrison, Nairobi

If the world is to feed a population of more than 6,000 million people by the year 2000, governments must find ways of encouraging, on a wider scale, forms of agriculture which do more to preserve the environment. This warning is given by the executive director of the United Nations Environment Programme (UNEP), Dr Mostafa Tolba, in a message to mark World Environment Day today.

In his annual message from UNEP's Nairobi headquarters, Dr Tolba says the world has another 80 million people to feed each year, but each year it has less good soil in which to grow food and other crops.

He says the destruction of soil cover, a worldwide phenomenon, is undermining mankind's capacity to feed a population which, on present projections, will increase by more than 1,000 million by the year 2000.

"This year 30 million infants, almost the population of Spain, will die of hunger. Up to 200 million people are severely malnourished. But the connection between soil erosion and hunger and deepening poverty is too seldom made," he adds.

Dr Tolba, whose organization recently concluded that little progress had been made in the past few years in tackling the worldwide problems of desertification, says many farming practices are speeding up the process of turning productive land into desert.

In the United States, he says, 100 million acres of land have been lost to desertification, and in India a third of the arable land is threatened with the total loss of its topsoil.

Dr Tolba's World Environment Day message follows closely on the annual meeting of the UNEP Governing Council here last month, at which representatives of 58 governments found that so little progress had been made on the Plan of Action adopted here in 1977 by the world's first Desertification Conference that it is now obvious that such a target cannot be reached.

From Richard Owen, Moscow

## Sakharov ends hunger strike, officials say

From Richard Owen, Moscow

Soviet officials confirmed yesterday that Dr Andrei Sakharov, the dissident physicist recently rumoured to be dead, was alive and had ended his hunger strike. The sources declined to comment on reports that Dr Sakharov, who is 63, had been force-fed in hospital.

Diplomats said Western reports of Dr Sakharov's death appeared to be based on a misunderstanding. It was not clear whether the incident had

been engineered by the authorities, possibly to accustom world opinion to Dr Sakharov's eventual death. He is in poor health and weakened by fasting. Dr Sakharov's relatives in Moscow have reportedly received no news of his state of health.

Dr Sakharov began a hunger strike on May 2, and was taken from his flat five days later. He has been in exile in the closed town of Gorky for the past four years.

# Kohl's honour linked Owen fears Reagan 'fandango'

By Anthony Bevins, Political Correspondent

The Prime Minister yesterday made the repayment of Britain's £450m Community budget contribution, which had been expected by the end of March, a matter of German honour.

She also set a new deadline, saying that she expected the repayment to be completed by the end of this year.

Mrs Thatcher told a European election campaign press conference in London: "I believe we shall get it for two reasons. First, the refund was negotiated at Stuttgart under Chancellor Kohl's chairmanship and I do not believe he would see his personal chairmanship flouted in that way."

"Nor do I believe he would see the good faith of Germany flouted in that way. Remember, he was quite clear in the communiqué that it did not depend upon a settlement of the wider, longer problem."

"He said it in his press

conference and I cannot think that Chancellor Kohl's or the good faith of Germany would be impugned in any way."

She added later: "If I were in the chair and an agreement was reached, as it was at Stuttgart, I should feel that I had a responsibility to see that was carried out, both for myself and for my country. I trust that that kind of approach is not exclusively a British one."

A specific decision had been reached at Stuttgart last year for a specific sum to be returned to Britain under specific circumstances. If she had been chairman she would have regarded it as her duty to ensure "that a decision honourably reached and specific was honourably carried out."

Asked whether she was not herself impugning German honour, Mrs Thatcher said: "No, I am just saying I do not impugn it; I believe it will be carried out."

# Whitehouse concern on export of video 'nasties'

By Kenneth Gossling

Mrs Margaret Thatcher has told Mrs Mary Whitehouse that she shares her concern about the spread into Europe of violent and horrific video cassettes.

Mrs Whitehouse, founder and president of the National Viewers' and Listeners' Association, wrote to the leaders of the four main political parties drawing attention to a report by a committee of the European Parliament about the trade in such cassettes.

She also explained to them that the Video Recordings Bill going through the British Parliament would not prevent the export of video "nasties".

The Prime Minister said she shared Mrs Whitehouse's concern and was looking to see what options were open to achieve a European initiative.

Mr David Steel, the Liberal leader, asking to be kept

Mrs Mary Whitehouse fears for Britain's image

informed of developments, said he was drawing the matter to the attention of Mr Russell Johnston, the party's representative in the European Liberal and Democratic Group.

## Constituency profile: Manchester

# Jobs and prices key issues

By John Winder

Manchester shows signs of living up to its cliché reputation of leading national opinion, by taking some interest in the European parliamentary elections. If the early rash of posters in many areas of the city and the electors' response reported by the competitors for Greater Manchester's three Strassbourg seats is a guide, then Manchester should lead the way in improving Britain's abysmal voting record in the first Euro-election five years ago.

All three Manchester seats, much changed in composition since 1979, are winnable by either Conservatives or Labour on the basis of the general election vote last year.

Alliance candidates are all fighting to win, but if any of them does it will certainly give



## Bahrain tells West: Stop supplying arms to both combatants in Gulf war

From Robert Fisk

"Iraq did not start the war," the Prime Minister of Bahrain said, his hands twisting his dark brown prayer beads. "I believe that Iraq liked to protect itself like any other nation."

There was just the faintest trace of hesitation in Sheikh Khalifa Sulman Al-Khalifa's voice. "Of course, a war starts with something. You never know how far it will go on either side. First there is fire and fire depends on wind and the direction in which the wind blows. Sometimes people get carried away - they think they are strong."

It was the nearest Sheikh Khalifa came yesterday to criticizing Iraq, for the Arab Gulf states support the regime of President Saddam Hussein and Bahrain, the smallest, most commercially-minded and probably the most vulnerable of the nations along the southern shoreline of the Gulf, joined the rest of the Gulf Cooperation Council last week in demanding a UN Security Council resolution that would condemn only Iran for air attacks in the sea lanes.

"We tried very hard to make the Iranians listen to reason, regardless of what they think about this war," Sheikh Khalifa said. "We feel this war is a destructive act."

It is a sober enough assessment by one of the three most powerful men on the island of Bahrain, a prince - he is the brother of the Emir - whose concern that the Gulf war might yet touch his nation is reflected in the care with which he chooses his words.

"Our support for Iraq," he said, "did not come in a rush but as a long-sighted policy. We don't like to see Iraq destroyed there could be a chain reaction. He hoped and we thought that the war would be contained in Iraq and Iran, but the Iranians are trying to expand it. Look what has happened now to free shipping [in the Gulf]."

Sheikh Khalifa takes a complex, almost philosophical view of the Gulf states' defence. The Arab nations needed the support of the West, he said, but such support did not have to be military. "There are ways of helping us and one of them is to stop the supply of arms to the fighting parties from Europe and from the Far East countries. If there is this effort from the East and West, we are stepping a few paces nearer to peace."

He talks about Iranian expansion in the war then picks up a new theme. "Look how the Israelis expand on our account - on the basis that they need safe borders. Now it is us that want safe borders for the Israelis."

Sheikh Mohamed Bin Mubarak the Bahraini Foreign Minister and a cousin of Sheikh Khalifa, treats the question of defence in a more robust manner. "We must defend ourselves if we are attacked," he told a press conference yesterday.

In the UN charter, any nation in the world can get into agreement with any other nation for self-defence.

Sheikh Khalifa put it more circumspectly. "The West and the Gulf countries both have interests," he said. "There is a limit to how all the countries here can protect themselves. But if we have mutual interests, why can't we put them to work? Now free passage [in the gulf] is in danger. It is a free water all our products have to go through it. Our friends should respond... but the support of the countries concerned can be much more effective in international courts and institutions, putting their voice with ours. And the West and the East should not supply arms."

## Dilemma on warship contract

From John Earle

Rome - The Italian Government will soon face an embarrassing decision on handing over units of a fleet of 11 warships which, under a contract signed in 1980, the state-owned shipyards have been building for Iraq.

Nine of the 11 vessels are understood to have been launched, some nearly a year ago, and are in the process of being fitted out. While an official of the Fincantieri shipbuilding group said the work was going ahead according to plan, the authorities are understandably reticent about saying when the first ships will have finished sea trials and be ready for handing over.

The contract is estimated to be worth more than two billion dollars (about £1.4 billion) and was described at the time as the biggest order for defence equipment awarded to Italian industry.

It consists of four frigates, six 700-ton corvettes - all with missile firing capabilities - and a support ship together with a floating dock, launchings have been carried out in recent months, at yards such as Breda's Porto Manghera near Venice and Cantieri Navali Riuniti's Muggiano near La Spezia, with the minimum of ceremony or publicity.

Such a fleet, once in the hands of Iraq, would leave no doubt over the control of sea power in the Gulf. The contract has been of extreme importance for Fincantieri, which now faces extensive reorganization in order to survive. Fincantieri forms part of the large Istituto per la Ricostruzione Industriale (IRI) group, which is also heavily involved in Iraq. IRI's Italmimpianti is building the 1.3 billion dollar Mobarrah steel mill near Estahban, Iraq, trade subsidiary of another IRI company, Condotte d'Acqua, is building a port at Bandar Abbas under a contract originally worth one billion dollars. The contract has been subject to serious payment difficulties and delays, and IRI's chairman, Signor Romano Prodi, had to visit Iran in February to renegotiate new terms together with an expansion of the work.

## Turkey holds off ban on tankers

From Our Correspondent, Ankara

Turkish tankers could be banned from the Gulf, Mr Mesut Yilmaz, the Government spokesman, indicated yesterday. But Mr Yilmaz said that Ankara got in touch with both Baghdad and Tehran after the Iraqi attack on a Turkish tanker.

If there is this effort from the East and West, we are stepping a few paces nearer to peace."

Mr Yilmaz said that four more Turkish tankers were on their way to the Gulf, and one of them was about to enter it. He said that shipowners had been given a warning in advance of the dangers of venturing into the war zone.

The low-key reaction to the Iraqi Air Force's attack on the Buayk Hun looked increasingly difficult to sustain, after the announcement that three members of the crew were presumed to be dead in the engine room of the stricken tanker.

Mr Yilmaz said that the objective of the negotiations with Iraq and Iran "was to ensure the security of the tankers now on their way to the Gulf."

## Pérez de Cuéllar begins peace mission in Cairo

From Zoriana Pysariwsky, New York

Señor Javier Pérez de Cuéllar, the United Nations Secretary-General, arrives today in Cairo, the first stop in his tour of the Middle East.

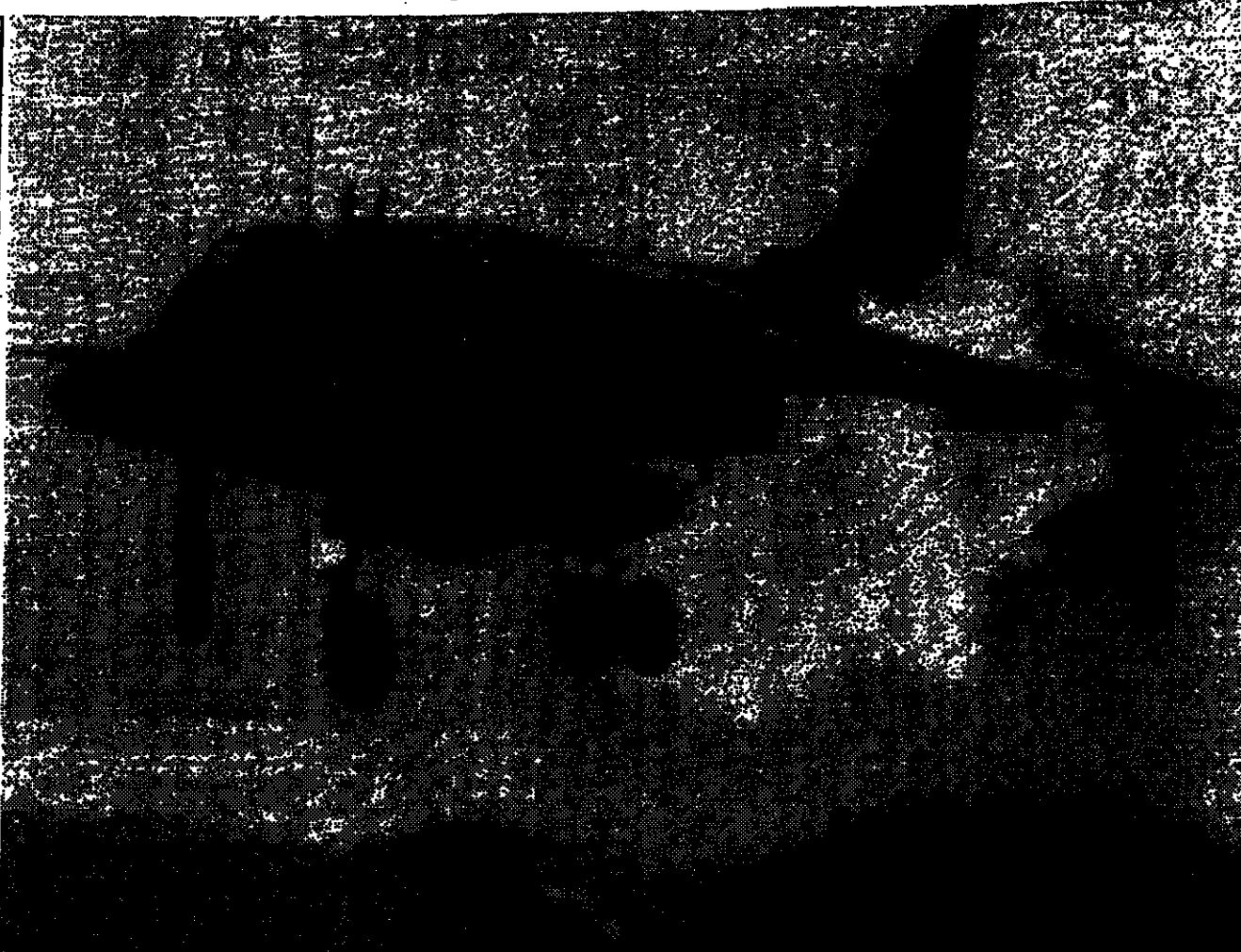
The 10-day visit to Egypt, Syria, Lebanon, Jordan and Israel is a calculated gambit based on the premise that big power diplomacy in the area has been inadequate, leaving the United Nations as the only natural course. It is not a coincidence that in his first official visit to the Middle East, the Secretary-General has chosen to arrive only after Western withdrawal from Beirut and the Reagan Administration's failure to attain a broader-based Middle East peace.

Señor Pérez de Cuéllar says that he is not taking with him any magic formula or delusions that the pieces will fall into place. His main intention is to

fill a diplomatic vacuum, to collect and build on common ideas from government leaders, even in a piecemeal fashion. Shuttle diplomacy and a side trip to the Gulf are possibilities.

Although the prospect of assembling a comprehensive settlement is attractive, there are many more intermediate and tangible aspects of the Middle East problem that can be pursued. In recent months both Israel and Syria have either hinted or stated outright their interest in the possibility of stationing a UN disengagement force between their two armies in southern Lebanon.

There is also the problem of Beirut itself, of finding a face-saving formula for mutual Israeli-PLO recognition of healing PLO divisions and convening a Middle East peace conference.



Airshow tragedy: An RAF Harrier just before it crashed in flames at an air display in Grossostheim, West Germany on Sunday. The pilot, Flight Lieutenant Nick Gilchrist, ejected safely but his ejection seat fell into the crowd, killing a spectator.

## Pilotless jet on 100-mile joy ride

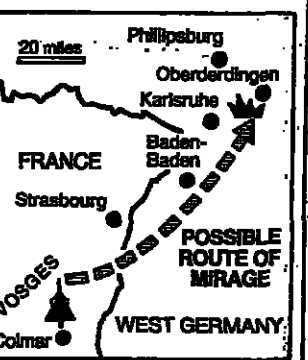
From Alan Tiller

Paris - The French are never slow to vaunt their Mirage jets, but yesterday the French Air Force admitted that it did not know how a runaway, pilotless Mirage managed to steer a neat, if hair-raising, course along the Franco-German border for about 10 miles before being shot down and crashing 40 minutes later near Karlsruhe, West Germany.

The incident happened last Friday when the pilot, who had been undertaking simulated touch-and-go landing exercises at the Colmar-Meyenheim base, ejected after flames shot out of the rear of his Mirage 5F fighter-bomber.

He landed at the base but his jet, instead of plunging to the ground, shot into the sky having apparently overcome its mechanical problem. Explanations differ about what happened next. Lieutenant-Colonel Jean Pissoneau, the base commander, said the runaway aircraft had been followed by another Mirage but had not been shot down as much higher authority would have been needed for such a decision.

The Defence Ministry in Paris, however, said the air-



craft had been fired at above an uninhabited zone in France and had veered east over the border.

Yesterday, as the implications of the contradictions sunk in, it became clear that a disaster had been narrowly averted. The air force gave the impression that the pilotless plane, travelling at about 190mph, had flown mostly over the Vosges forest. But the map shows that the Mirage's unofficial flight path between Colmar and the place it crashed at Oberderdingen, takes in the city of Strasbourg, the West German spa of Baden-Baden, heavily populated areas of the Rhineland. A 'military power station', Philippsburg, near Karlsruhe, is not too far away.

As far as could be determined, the aircraft went north from Colmar, crossed the border between Strasbourg and Oberderdingen, West Germany, and the Karlsruhe industrial zone before crashing near a farm hangar where children had been playing.

The French Air force in Paris last night promised to issue a statement to clear up the matter but then changed its mind. M. Germain Gengenwein, an opposition deputy for the Bas-Rhin department, said he would raise the matter in the National Assembly on Wednesday. He wants to know whether such an incident could happen again and what measures were to be taken to protect the population and civilian buildings in the frontier region. He will cite the proximity of the nuclear power station.

The French Air force admitted that the aircraft continued to fly for an unknown reason after the pilot ejected. The Mirage 5F has no automatic pilot. It has stabilizers, but was apparently zig-zagging when hit by the pursuing Mirage whose pilot reported bits falling into the Vosges forest.

The French went to some lengths to reassure the West Germans that they had not continued firing when the Mirage swung east into Germany.

## Chernenko refuses to separate cruise from other arms issues

From Richard Owen, Moscow

President Chernenko said the Soviet Union is not prepared to separate cruise and Pershing II missiles from other arms issues and take part in talks which exclude the Nato deployments.

Last night he blamed Nato for the breakdown of East-West arms talks and said the Soviet Union saw no point in taking part in negotiations which disregarded American missiles in Europe.

His remarks were not however a reply to President Reagan's overture in Dublin yesterday which the Kremlin is still digesting.

Mr Reagan said that the West was ready to talk to Moscow about a non-aggression pact, a long standing Soviet proposal, provided the Soviet Union accepted some Nato measures put forward at the Stockholm disarmament conference. US officials said this represented a change in the United States position.

In a dinner speech at the Kremlin last night in honour of

President Ceausescu of Romania, Mr Chernenko referred to the Warsaw Pact proposal for an agreement on the non-use of military force, but added that the West had yet to reply.

Mr Chernenko said any talks which disregarded American missiles in Europe would be concerned with Nato rearmament rather than with arms reduction. To discuss arms while American missiles were deployed would give only the illusion of security.

In his Dublin speech, Mr Reagan emphasized that Washington was ready to resume the abandoned Geneva talks on medium-range and strategic missiles.

Mr Chernenko said American claims to superiority had clouded the minds of American politicians. Washington had deliberately disrupted the Geneva talks to be able to deploy missiles in Europe and threaten the Soviet bloc, but with the appearance of every new missile American security

had diminished rather than increased.

Earlier President Ceausescu had discussed with President Chernenko the need for "unity and cohesion" in Comecon and the Warsaw Pact. Tass indicated however that there had been disagreements.

President Ceausescu has come to Moscow for talks a week before the opening of Comecon summit next Tuesday. There has been no such Comecon meeting for 13 years, partly because of Romanian recalcitrance.

Bucharest further angered the Kremlin last month by refusing to join Moscow's boycott of the Los Angeles Olympic games. All of Russia's other East European allies have withdrawn.

A Tass statement on yesterday's Kremlin talks made no mention of the Olympics issue. But it said the talks had taken place in a businesslike, comradely spirit and an atmosphere of friendship and frankness.

## Democratic race

## Mondale expects nomination victory

From Christopher Thomas, Los Angeles

Mr Walter Mondale believes that "by 11.59pm" tomorrow he will have wrapped up the Democratic presidential nomination. California is probably "the only state now that could dislodge him."

Today is the finale of the Democratic presidential primary season, ending on a high note with polls in California, New Jersey, New Mexico, West Virginia and South Dakota.

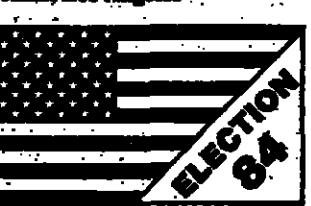
The former Vice-President is just under a tantalizing 300 votes away from the winning figure of 1,967 delegates. California alone has 306 at stake today. The others have almost 200 between them.

California has defied giving the poll-takers any clear indications of its intentions, which is especially frustrating to Senator Gary Hart. If California spurns him, his campaign, in reality will be over.

A high percentage of California voters were expected to make up their minds at the last minute. Many said they wanted to see the three contenders in action in the last television debate, which was held in Los Angeles on Sunday night. Mr Hart was bad, Mr Mondale was worse, Mr Jackson fared well, as he generally does on television.

Mr Mondale's rivals rounded on him over the receipt of large sums of campaign funds from political action committees around the country - money Mr Mondale promised to return but which still sits in a trust account in a Washington bank.

Mr Hart said his campaign has filed a formal complaint with the Federal Election Commission, questioning "the legality of the \$500,000 to \$1m



of political action committee funds."

He said that the issue had to be resolved or the Reagan Administration and the Justice Department would make it an issue in a general election if Mr Mondale got the nomination.

Mr Mondale retorted that he had \$400,000 in a trust account and it would be paid back even though he did not have to. He said that Mr Hart's allegation suggested illegality and criminal behaviour. "I think he ought to take that back," he said.

Mr Hart replied: "I never said that."

Mr Mondale: "Well, you have said that."

Mr Hart: "I said the Reagan Justice Department would be very likely..."

Mr Mondale: "Now what do you think that suggests, over-parking?"

Each accused the other of dirty tactics in their advertising campaigns. It was one of the most acerbic exchanges between the principal rivals, in keeping with the short tempers now endemic in all three camps.

It would take an extraordinary upset to keep Mr Mondale away from the winning figure of 1,967 delegates today. But Hart campaign officials say they will keep up the pressure.

Mondale's calculation, page 10

## Gold mine blacks may call strike

From Michael Hornsby

Johannesburg - South Africa's black mine-workers' union is demanding a 25 per cent minimum pay increase for gold mine workers, and has threatened to declare a dispute with the Chamber of Mines which represents the mine owners. This would be the first step towards calling a legal strike.

The National Union of Mineworkers, which now claims a membership of 70,000, was founded in August, 1982, and achieved recognition by the chamber only in June of last year, nearly 40 years after the last attempt to organize a black trade union in the mines was brutally crushed.

Although the union still represents only a small proportion of black mineworkers, who number close to 550,000 in all (most of them employed in the goldmines), any wage agreement it negotiates is bound to set a norm for the entire industry.

The potential bargaining power of blacks working in the gold mines, which furnish around 45 per cent of export earnings and supply the exchange with its biggest source of internal revenue, is huge, making the emergence of the NUM the most significant result of the Government's legalization of black trade unions in 1979.

So far, the chamber, to which all the country's major mining houses belong, has only offered pay increases ranging from 9.5 per cent to 10.5 per cent, roughly in line with inflation. The chamber has already agreed a 10 per cent increase for the much smaller number of white officials and miners they employ.

## Bombs hit room where Le Pen is to speak

Toulouse (AP) - Two powerful bombs exploded yesterday in a municipal meeting room where the controversial right-wing politician M. Jean-Marie Le Pen plans to hold a campaign meeting tomorrow.

No one was injured in the 5 am explosion, which blew out windows and door and left a 4ft crater in the centre of the room. The police said the two bombs went off simultaneously, throwing wooden splinters and shards of glass more than 150ft.

Slogans against M. Le Pen, whose National Front is vying for seats in the European Parliament, were found on the walls of the room, along with swastika signs.

## Journalists face Lagos charge

Lagos - A special tribunal began hearing charges against two Nigerian journalists under a decree drafted after their arrest.

Mr Tunde Thompson, senior diplomatic correspondent and Mr Ndaka Irabor, assistant news editor of the Lagos *Guardian*, are accused of publishing a false statement concerning the appointment of ambassadors.

## Faction fighting kills 32 Zulus

Durban (Reuters) - Thirty-two Zulus were killed and several were injured in a battle between the Mkhize and Makanya clans near Umbumbulu, 20 miles south-west of here.

Altogether 57 people have been killed around Umbumbulu since early May in unrest blamed on a combination of tribalism, high unemployment, overcrowding and poverty.

## Border escape

Munich (Reuters) - Two young East German men escaped to the West by slipping through an unmined section of the border with Bavaria.

## Kim in Prague

Prague (AFP) - President Kim Il Sung of North Korea arrived in Czechoslovakia on the forth leg of an East European tour. So far, the tour has included East Germany, the Soviet Union and Poland.

## Britons shot

Naples (Reuters) - Flight-Lieutenant Ian MacPherson, aged 48, a British Nato officer, and his wife Margaret, 46, were shot and wounded while walking on a beach here. Their attacker escaped with some jewelry and both victims were later said to be in fair condition in hospital.

## Three hanged

Lybia announced that three members of the Muslim Brotherhood had been hanged for taking part in a "CIA-backed terrorist plot". They were involved in an incident on May 8 in Tripoli when a small band of gunmen launched an attack apparently aimed at killing Colonel Gaddafi.

## Cable cars back

San Francisco (AFP) - The renowned 109-year-old cablecar system started partial operations again after a 20-month overhaul costing \$75m (about £55m). It will be fully operational on June 14.

## Reign of terror

Dhaka (AFP) - Trivial guerrillas killed at least 80 people and wounded 800 in a pre-dawn raid on several villages in the Chittagong hill tracts district, the Bangladesh Observer reported. They were said to have unleashed a "reign of terror" on unarmed men, women and children.

## Safe landing

Adelaide (AP) - A British Airways Boeing 747 en route from Singapore landed safely here after trouble with a faulty wing flap. It had twice circled the airport while the pilot tried unsuccessfully to remedy the fault.

## Quick losers

Madrid - A busload of passengers bound for Madrid's casino in the mountains lost all their money before they got to the gaming tables. Three men with pistols hijacked the bus and got away with money and valuables worth about 500,000 pesetas (£2,415).

## Stoppard and Irons triumph in Broadway Tony awards

New York (Reuters) - Tom Stoppard's play, *The Real Thing*, and the American musical, *La Cage aux Folles*, based on a French farce, swept Broadway's Tony awards.

Jeremy Irons, star of *The Real Thing*, was named best actor, but there was bitterness over the failure of Dustin Hoffman to be nominated for his strong performance as Willy Loman in a new production of *Death of a Salesman*. Irons referred to the controversy by hailing all actors on Broadway "both nominated and unnominated".

Hoffman then made a surprise appearance, wearing Loman's floppy hat and bow tie, and presented the award for best play. "I am here for the salesmen company and they join in congratulating our colleagues who are being honoured tonight," he said.

It was left to the producer Allan Carr, whose *La Cage aux Folles* won six awards, including best musical, to sum up the evening. "This is the only awards show where people who aren't nominated show up. Hollywood, take a lesson from Broadway."

*The Real Thing*, about a playwright's confrontation with the reality of love, won Tonys for best play, best direction,

best actor and best actress. Glenn Close was named best actress and Mike Nichols best director.

George Hearn, who plays the homosexual female impersonator in *La Cage aux Folles* won the Tony for best actor in a musical and Chita Rivera for best actress in a musical for her performance as the mother in *The Rink*.

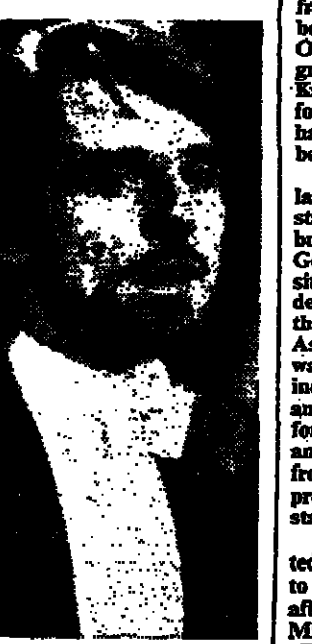
The French-Russian actress Lila Kedova was named best featured actress in a musical for her role as the faithful maid in *Zorba*. She won an Oscar for the same role in 1964, when she appeared in the film version.

Tony awards usually cause controversy but Sunday night's nominations excluded Hoffman, Anthony Quinn, who starred in *Zorba*, and Al Pacino in *American Buffalo*.

The judges in the best actor category - 11 former critics, directors and theatre experts - defended their nominations, saying that Hoffman and the others simply did not meet the standard.

*The Real Thing* beat this year's Pulitzer Prize play, *Glengarry Glen Ross*, which received only one award - best featured actor, which went to Joseph Mantegna.

*La Cage aux Folles* won



Jeremy Irons: Savouring the moment

most of the evening's awards for a musical, as Stephen Sondheim's *Sunday in the Park with George* for top honors. *Death of a Salesman* received a single Tony for the season's best revival. Neither producer attended the ceremony.



THE ARTS

Galleries

Too much 'culture' a dangerous thing

La Pittura Colta  
Edward Toteh

John Davies  
Marlborough Fine Art

New Directions in  
Sculpture  
Blond Fine Art

"But what did you really think of it?" is a question calculated to raise the hackles of any critic, with its no doubt unintended implication of "Forget the bribes, tell me the truth". It is amazing, nevertheless, how often one is asked that, as though what one has written cannot possibly be a true opinion. A more proper form of the question might well be "But did you actually like it?", since quite often a critic will have to judge something interesting and important and, in the process of insisting on that to a possibly uncomprehending world, he may omit to make clear the fact that he, personally, does not enjoy or respond to it at all. I find myself in rather that position with the first show at Edward Toteh's spanking new two-floor gallery at 13 Old Burlington Street, just round the corner from Cork Street. I suspect that the informal Italian art movement called La Pittura Colta, whose first London showing this is (until June 30), may well be important, or symptomatic of something important, but if you asked me whether I actually like its products, the answer would probably be an evasive shuffling of feet.

The main problem with this so-called "cultured painting" is whether or not too much culture may have sapped it of life. As with all deliberately revivalist or pastiche art, it is difficult to separate the creative from the kitsch: this group of painters (who, incidentally, deny

being an organized group, but recognize a certain like-mindedness in their work) are following a twentieth-century Italian tradition, seldom much related elsewhere, of harking back to Old Masters in search of spiritual renewal or a chic sense of dislocation (two different but not always readily distinguishable uses of the past which one finds also in Stravinsky's neo-classical phase). De Chirico had his neo-baroque period after his great surrealist moment; Carrà and other Metaphysical painters looked back to Masaccio or Giotto; and now Carlo Maria Mariani and his fellows seem to be harking back to the sickest, sickest practitioners of late eighteenth-century Neo-Classicism, especially those who doted on the young, androgynous but just recognizably male form.

We all know that Dali said "the one thing we can none of us help being, no matter how hard we try, is modern". But it is not too easy to recognize anything which marks out Mariani's smooth mythological pieces as necessarily of our own day, apart from what one may suspect to be a knowing nudge into high camp from time to time. Even that is lacking in Ubaldo Bartolini's landscape capricci, agreeable enough decorative works just looking for the right rococo door or overmantel to decorate. Carlo Bertocci's wan figure compositions (again, lots of nude ladies) suggest a scrutiny of the German Nazarenes, though he says, improbably, that our own Pre-Raphaelites are also very important to him. Alberto Albis's paintings seem closest to late De Chirico, with flash surrealist overtones; Gérard Garouste's works relate perhaps rather to late Emile Bernafé, when he had moved from Gauguin to Rubens as predominant influence; Lorenzo Bonacchi's very large panel or crayon drawings at least seem, in this context, to have an independent life of their own.

So why, then, do I think that this work deserves even a very desultory look? Because it definitely represents something which is working away inside the art of the Eighties: not

hyperrealism, and certainly not the neo-expressionism of the Transavanguardia (though Garouste sometimes runs with that pack), but a sort of bridge between the two, using the meticulous detail of the hyperrealists to embody some of the expressive concerns of the Transavanguardia or Zeitgeist group, while making equal obsequence to the gods of the two apparently dissimilar movements. In other words, there does not seem to be anything essentially wrong with the formula, and if Pittura Colta did not exist we should probably have to invent it. The actual talent of its present exponents is more arguable, but it is certainly worth the while of anyone interested in where painting stands today and where it seems to be going to visit this show and read its runes as best he may.

If it had not been for the pure chance of seeing the two shows on the same day, I doubt if it would ever have occurred to me to relate John Davies's exhibition of sculpture and drawings at Marlborough Fine Art (until June 25) to these new directions in Italian art. However, a connexion is undoubtedly there, if only because Davies seems to be doing, quite naturally and with total conviction, what the Pittura Colta people are straining every muscle to achieve. Some of the heads in the new show, especially those significantly above or below life-size, are as refined in their detailed realism as Dami Hansen could possibly require, and yet they always have this mysterious overtone of ritual objects: the biggest might come from some Egyptian temple, the smallest from tomb figures, seeing the dead safely to another world, or for that matter belong to the scarcely less ordered rituals of the early nineteenth-century "uncanny". The sculptures involving full human figures, all considerably less than life-size, arrive at a more evident and radical stylization as they climb ladders, swing from trapezes or walk high wires (for the purposes of the show the gallery has taken on the aspect of a circus tent, and

just as an installation the whole thing is superb).

What Davies achieves, in this show even more surely than in his previous, is his own dangerous balancing act between reality and symbol: these heads and figures - in the drawings as well as the sculptures - manage to imply so much more than their own unquestionable right to exist, without ever requiring ponderous referential explanations. The Pittura Colta people long for their most realistic details to take on this extra dimension of myth, but on the whole the work stubbornly refuses to come up to the challenge, whereas John Davies's work has at once the right unquestioning, obsessive intensity: it not so much means what he wants it to mean as makes us feel what he feels while creating it.

The four artists embodying New Directions in Sculpture at Blond Fine Art (until June 23) are all a generation junior to Davies, being born in the later 1950s. The first impression you get on entering the gallery is one of movement, activity and enjoyment: all of the sculpture is happy, and that of two artists, Andy Frost and Neil Jeffries, positively jolly. I do not feel that the Frost sculpture here, a searchlight which projects its own fighter-plane on to the ceiling, is quite so satisfactory as those at the Liverpool gardens show, especially the camel we illustrated a month ago, but the drawings are very nice. Neil Jeffries contributes the most distinctive part of the exhibition with a group of very funny, mildly outrageous sculptures in brightly painted sheet metal (if you think your smug imagination must be working overtime, look again and you will find that what you thought you saw is all there). But Jeffries is not just a joker: though pieces like *The Wedding* (giant bride and toy groom) and *My Best Friend* (clearly enjoying bad health in a sickroom tub) are funny, it would be a grave mistake to underestimate the compositional skill and virtuosic feeling for materials which has gone into them all.

John Russell Taylor



Mysterious overtones of ritual objects in a balancing act between reality and symbol: John Davies's *Head/Hands*

Concert

Friendship reflected in beauty

Furniss/Knowles  
Wigmore Hall

It must be quite relieving for Peter Maxwell Davies to turn his attention from writing symphonies and theatrical follies like *The No. 11 Bus* to composing for his friends. But despite its relatively modest proportions the new Sonata for the rare combination - in western European music at least - of violin and cimbalom, which received its first British performance in a concert

otherwise devoted to the chamber music of Ravel, does not cut corners.

Written for Sunday night's soloists, Rosemary Furniss and Gregory Knowles, who are both members of the Fires of London, and also happen to be married to each other, the work is equally rather different in character from Davies's other pieces, which contains a prominent role for cimbalom, the beguilingly beautiful *Image, Reflection, Shadow* of 1982. Here we are invited into Davies's most private world, a world where affection and

loyalty count for everything and have given rise on this occasion to a spontaneous outpouring of ideas contained within intuitively proportioned structures.

Outwardly at least the Sonata seems quite conventional. Its first movement, lasting about five minutes, is like a compact classical sonata movement, complete with slow introduction. Then there follows a virtuosic movement, a rather serious-minded scherzo, and the finale, which is a slow piece entitled "Lullabye", written for the Knowles's newborn son, Christopher.

Such bland description cannot reflect, however, the strange but enticing flavour lent to the work by Davies's choice of percussion instrument - before 1982 he would probably have opted instead for a marimba, another instrument whose horizons he has extended with Knowles's enthusiastic cooperation and marvellous technique to help him.

Neither partner is allowed to dominate the other. Instead both are given their fair share of melodic prominence, a feature of the writing that succeeds in taking away the cimbalom's nationalistic associations. The dividing of responsibilities is appropriately most obvious in the "Lullabye", whose gentle syncopations and graceful lines generate an overwhelming sense of tenderness. The Sonata will probably not be judged by posterity as one of Davies's most earth-shattering works, but, by heavens, it is very beautiful indeed.

But there were other beautiful things to be heard in this concert, most notably the cello playing of Alexander Baillie in Ravel's Sonata for Violin and Cello and in the same composer's eloquent Piano Trio.

Stephen Pettitt

Television

Engagingly effective insight

societies, principally because such authorities take artistic expression seriously enough to attempt either to influence or to destroy it - thus giving the writers or actors a purpose and identity which they might not otherwise possess. Why is it, then, that an activist group such as ICTUS should be allowed to operate in Chile, and even to have its performances filmed by the BBC? The members of the

group suggested that they were not significant enough to be banned, and that their presence even gave the illusion of "free speech" to visiting foreigners. But it is also likely to be the case that, since the military authorities control both the press and television, small companies of actors can safely be disregarded.

Their work itself was most

engaging: they employed straightforward themes and on occasions somewhat simple symbolism, but their contemporary situation is such that direct rather than oblique responses to it seem most appropriate. The fact that the films are shown to local communities suggests their tone, and the simplicity was sometimes very moving. "For

the angels to come down, the people have to sing.

As an example of what can happen to a country under stress - the repression, the subtle shifts of awareness, the "emptiness" filled by the "small dreams" offered by the regime - the programme was undeniably effective. By concentrating upon the work of one theatre group, who believe that "with art we have an important instrument to conquer fear", it afforded more insight into the nature of the country than many more exhaustive documentaries.

Peter Ackroyd

London debuts  
Nordic  
variety

The Futurum Ensemble, a thoroughly drilled group (apparently in matters of analysis as well as execution) from the State Academy of Music in Stockholm, gave a rare opportunity for an English audience to savour the freshness of Scandinavian contemporary music.

The oldest work they played was Karl-Birger Blomdahl's Second Dance Suite (1951), lyrical yet peevish with jerry rhythms, concise yet romantic, and wholly original. Four songs from Gunar de Frumerie's collection *Afslöjand*, though obviously the work of a traditionalist, were openly affecting, especially given Stefan Axelsson's expressive singing. His flexibility was further demonstrated in two contrasting settings of Sten Hagblom's poem "Dementierande", one by Thomas Jönasson, the other by Arne Mellnäs.

Bo Nilsson's *Zwanzig Gruppen* for piccolo, clarinet and oboe, made effective use of spatial separation, while Jan Sandström's *Anima*, a tour de force for flute and chamber ensemble, relied on insistence and slow metamorphosis within a framework of frenetic rhetoric for its captivating effect.

Two English works completed the students' programme: Michael Finnis's *Isis* (1981) gratifyingly concentrated its energies rather than dissipating them in the flamboyant proliferation of notes that is the composer's usual manner. Though this, understandably, was not a wholly accurate performance rhythmically, the solidity of thought at its heart came through splendidly. Anders Kilström played the prominent piano part with elegance, as he did Gary Carpenter's attractive *De Capo*, a study of counterpoints that fade in and out of prominence.

The Salzburg Soloists showed themselves to be the most refined of musicians, but that did not mean that they shirked the cut and thrust of Mozart's early Divertimento, K136, which was powered throughout by positive thought rather than being left to rely on charm alone. A similar concentration of energies was felt in Mahler's curious single-movement Piano Quartet, a fussy piece of youthful Angst. Dvorak's String Quintet in G, not music that normally strikes me as concise, was equally injected with a liveliness that made it cohere gratifyingly.

Stephen Pettitt

Albert Finney  
Eileen Atkins Max Wall  
Graham Crowden Alun Armstrong

**SERGEANT  
MUSGRAVE'S  
DANCE** by John Arden

"A GREAT PLAY...  
FINNEY A STARTLING  
PERFORMANCE"

"Compelling" Financial Times

"RICH CASTING" Daily Mail

LIMITED SEASON

BOX OFFICE: 01-828 7616  
CREDIT CARDS: 01-251 1821

THE OLD VIC

OPENS 8th AUGUST  
DAVID MERRICK'S

AWARD WINNING RECORD  
BREAKING MUSICAL

42ND STREET

BOX OFFICE NOW OPEN  
for seat availability & credit card bookings  
Tel: 01-836 8108 01-240 9066 01-240 9027 01-240 1381

THEATRE ROYAL DRURY LANE  
Catherine Street, London WC2

"... the world's  
greatest  
music festival"

PROMS

20 July to 15 September

Prospectus  
now available £1.25

"For today,  
tomorrow  
and  
Christmas."

Run  
FOR  
YOUR  
WIFE!

Box Office: 01 593 3216  
Credit Cards: 01 579 6555  
- 741 8889

Criterion Theatre

THE TIMES GREAT ASSAULT GOING WELL

MASS ATTACK ON OCCUPIED EUROPE

**D-DAY**

"Let us go Forward to Victory"

THE DAY IT HAPPENED

**The D-DAY  
issue of  
THE TIMES**

If you remember it, read it and you'll realise  
how much you've forgotten. If you don't  
remember it, read it and you'll never forget it.

On sale at newsagents now Price 75p

Or direct from: Dept D-Day, 20/22 Bedfordbury, Covent Garden, London WC2. £1.00 (incl p & p)



## SPECTRUM

# Silent wings to D-Day France

Every man who took part in D-Day, 40 years ago tomorrow, has a story to tell. Many have already been told but, strangely, not that of Staff-Sergeant Roy Howard.

Howard, bored with life as a conscript in the Royal Signals in 1942, volunteered for the Glider Pilot Regiment, and in the earliest minutes of D-Day found himself one of the very first Allied troops to land in occupied France, hours ahead of the first main wave of the invasion. His part in the mission won him the Distinguished Flying Medal.

Much has been written of the daring glider operation to capture Pegasus Bridge over the Caen Canal, but the historians have chosen to ignore Roy Howard's parallel mission to take the River Orne bridge nearby, although the Orne operation required an even greater degree of flying skill, with a considerably higher risk of failure.

Capture of the two bridges intact was essential, as the road they carried would form the only supply line to the 6th Airborne Division, which was to land east of Caen to protect the eastern flank of the Normandy invasion force.

It was a risky and brilliant *coup de main*, whose element of total surprise ensured success.

The British service chiefs had little experience of using gliders in action, but they were encouraged by the partial success of glider landings in the invasion of Sicily, even though many landed in the sea, drowning some 600 troops. The subsequent mass glider landings at Arnhem and the Rhine were successful as troop-landing operations.

It may have been because the overall commander of the operation to take the two bridges at Caen, Major John Howard, chose to land the Pegasus Bridge party; his frequent return visits to the scene, and his presence on the bridge as the Queen sails by tomorrow, have ensured that part of the operation's well documented place in history.

David Brook, an old comrade from the Glider Pilot Regiment, persuaded Roy Howard, now a 61 year old retired print salesman living in Essex, to shed his reticence in order to set the record straight. Howard, a tall, ruddy jovial man, agreed to tell *The Times* one man's story of D-Day.



Staff Sgt. Howard in 1944 and the route his glider took to capture the bridge over the River Orne

The sinking summer sun was casting long shadows across the Dorset countryside. It was shortly before 9 pm double summer time on the evening of June 5 when I walked across the airfield at Tarrant Rushton and looked aloft to watch the light wind sending torn clouds scudding across the sky.

I was relieved that there was no sign of rain: I knew that rain might well prove fatal to our mission, wiping out 21 months of training, and possibly ourselves. I was, after all, the youngest of six Horsa glider pilots chosen to perform a task of unprecedented difficulty.

I walked across the airfield to encounter, for only the second time, the load that I was to carry through the darkness in order that I might deposit it at a precise spot in occupied France: 28 men of the Oxfordshire and Buckinghamshire Light Infantry, displaying that evening no obvious fear of the hours to come, but rather a scarcely suppressed excitement and a desire to be off.

Secrecy and safety had, until only a day or two before, kept us apart, demanding that we pilots rehearse in gliders loaded with Bailey bridge sections to simulate their weight.

Our basic training as glider pilots had leant towards the kind of mass landings subsequently employed at Arnhem and the crossing of the Rhine. But this was different; for the past six weeks we learned how to land on a precise spot in a field in darkness, and it was a technique that took a great deal of mastering.

We were exceedingly fortunate that the only casualties of our training programme were one broken glider and two broken legs. Yet we could only guess at what it was all for.

Our objective was revealed to us three days before the mission, when we were shown a sand table, a precise model of the terrain around our destination, detailed to the last tree. We vaguely imagined that we might be part of some grand invasion plan; we still knew little of any grand design, but what we did learn from the sand table was that we were to land near Caen.

My glider was to be the last of three to land in a specific corner of a particular tiny field of rough pasture. If I undershot, I would destroy my seven tons of powerless aircraft and its human cargo on a belt of 50-ft high trees at one end of the field; if I overshot, I would crush us all against a 14-foot high embankment which carried the road at the other end. A not unreasonable task in broad daylight, but daunting in the pitch black of midnight, with no more than a few yards either way available for error.

As I walked to my glider that night I had no particular awareness of embarking on a feat of navigation which had never been attempted before, and which to my knowledge has not been tried since. Such an intensity of training makes you think only of the job in hand.

The Horsa was a beautifully made machine, from the same design office as the Mosquito, 88 feet between the wingtips, as big as a Dakota with its engines, and built in the furniture factories of High Wycombe entirely of laminated plywood sections. Inside,

the overpowering but not unpleasant smell was of new wood and casein glue.

The first three to take off, rumbling on their wheels at the end of 275-foot tow-ropes behind their Halifax bomber tugs, were destined for Pegasus Bridge, which they were to reach by a longer route to land simultaneously with us a few hundred yards away. We took off at two-minute intervals; I was the last of the six, airborne at one minute past eleven.

Our tug gradually turned us away from the sunset, and we crossed the coast near Worthing to head to a more southerly horizon that was pitch-dark, allowing our eyes to adjust to night vision. We saw no other aircraft but our own Halifax tug at the front end of our umbilical line; we even lost sight of that on several brief occasions as we passed through cloud, causing a momentary flutter of worry. To steer a proper course, the glider pilot needs to keep his tug in constant view.

As midnight approached about three miles from the French coast Paddy O'Shea, the tug navigator, gave us a compass reading over the intercom and confirmed that we were on course.

"OK, you're there. Go when you like", Paddy announced over the intercom. We had, in fact, to go that very instant; split-second timing was essential, for from this moment we would be on our own, guided through the dark only by our own powerless wings and by the dead reckoning of compass heading and stopwatch. I pressed the release button, the towline fell away, and the roar of air past our wooden craft gradually died to a hiss as our speed began to fall.

The Halifax had released us at 6,000 feet, to delude any watching enemy

into thinking that we were part of a normal bombing raid on Caen, rather than the participants in a daring *coup de main* which relied entirely on surprise.

And therein lay the difficulty of the navigational task that now faced us. From that height a Horsa would normally have glided to earth in 12 miles; my destination lay only five miles away, and to get there I had to descend at a perilously steep 45 degrees, slowing the craft sufficiently to prevent wild overshooting or a disastrous crash landing, and needing to make three changes of course by dead reckoning on the way. To do all that, I had six minutes.

Our tug had cast us off at 120 mph, and to reduce us to our planned gliding speed of 80 mph I immediately applied full flaps. But I realized at once that she was nose-heavy, and even with the control column pulled right back against my chest I could not get her to slow below 90 mph.

We were dropping like a streamlined brick, and I knew at once that we were not only incorrectly loaded, but overloaded. The men had clearly armed themselves with a great deal of extra ammunition and grenades, but I suspect to this day that an extra body smuggled himself aboard at the last minute; men were terribly keen to go on the mission.

"Mr Fox!" I yelled to the lieutenant in charge of the men. "Two men from the front to the back - and quickly!" It worked.

From the moment of casting off, we were committed to landing in that one tiny field, with no room for error and no opportunity to change our minds. Ours was an almost straight descent by

the shortest route, whereas the three gliders assigned to Pegasus Bridge had a gentler and longer descent, with the added luxury of circling their landing site before they went down.

We were now back on our planned descent rate of 2,000 feet per minute. We held our first course of 212 degrees for the allotted 90 seconds, my second pilot Freddie Baacke guiding us, by stopwatch lit by the tiniest of hand-held lights. Then we made a turn on to 269 degrees which we held for 2 minutes 30 seconds, and finally turned on 212 degrees for the run in. At our acute angle of descent the standard compass would have been useless, and we relied instead on a gyro direction indicator.

As we made our third change of course, and were down to 1,200 feet, I could suddenly see the parallel waterways of the Caen Canal and the River Orne glistening silver in the diffused moonlight glowing from behind the clouds. A rain squall at that moment would have blotted out all our vision, and might well have proved fatal. We had no windscreen wiper, and no chance to abort the mission.

But the whole landscape was discernible, if only just, and it looked so like the sand table model that I felt I had been there before.

I was afraid that we were still going down too fast, so I took off the flaps for a moment to flatten the glide-path. I just managed to miss the tops of the 50-foot trees at the beginning of our field, and immediately employed the parachute brake, wheel brakes, and full flaps to prevent us careering into the embankment at the far end. There was one final, unexpected, hazard; no one had mentioned that there would be a herd of cows.

I am sure we hit a cow, which knocked off our nose wheel. It was nine minutes past midnight when, with a rumble and a final clatter, I came to rest six yards from our allotted spot, less than 100 yards from our objective of the bridge. There was the briefest moment of total silence.

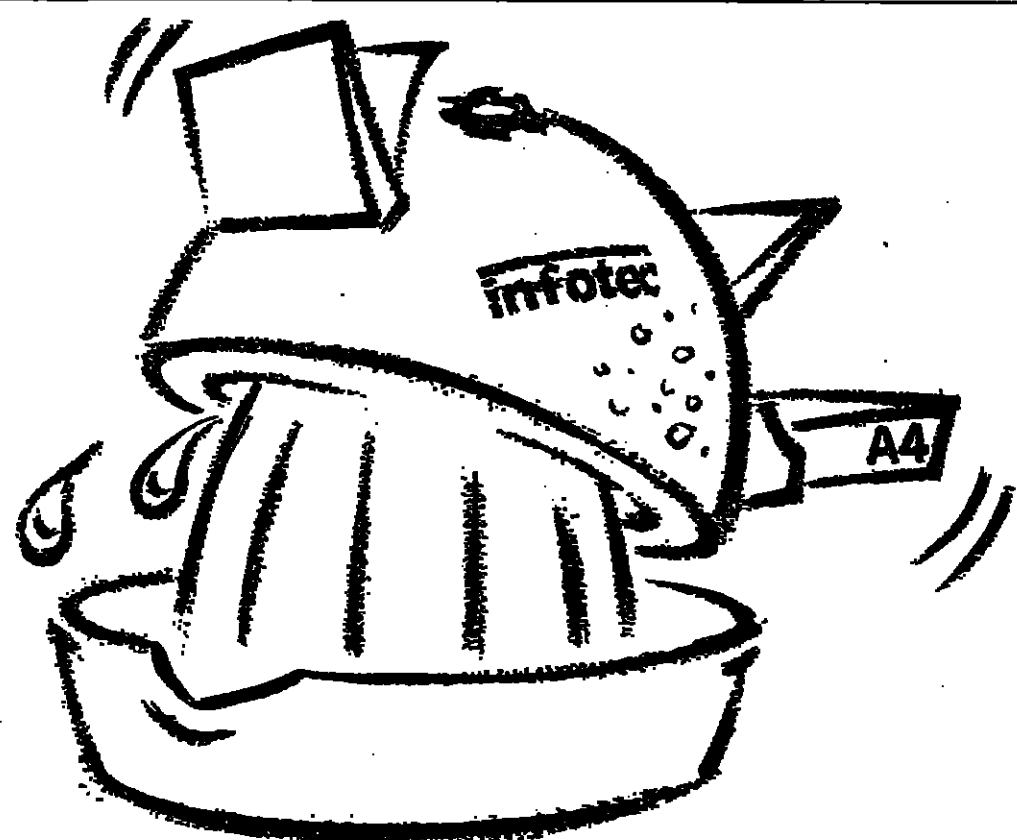
"You are in the right place, sir," I announced to a pleasantly surprised Mr Fox, and before I could even leave my seat he and his men had flung open the door and alighted in a stampede of boots. I was agast to observe that, of the two other gliders which should have landed before me, there was no sign.

The force that set out to capture the Orne Bridge was therefore a mere third of the size it should have been. But, within 15 minutes, they had captured it.

I subsequently learned that the second glider had landed short but safely in another field 400 yards behind us and the first, because of an error by its tug navigator, had landed by the wrong bridge on the wrong river, ten miles away. But they captured that bridge and with great courage fought their way back to where they should have been.

The night was full of noise and alarms, culminating in the ear-shattering barrage that preceded the first dawn airborne landings. We were among the first to set foot in occupied France, and among the very few Allied spectators at the first wave of invasion. But our task was finished, and our orders were to return to Tarrant Rushton with all speed by any means. By June 8 we were home.

Alan Hamilton



## You can squeeze more out of an orange.

We colour our copiers orange - so you can tell them apart from the rest of the crop.

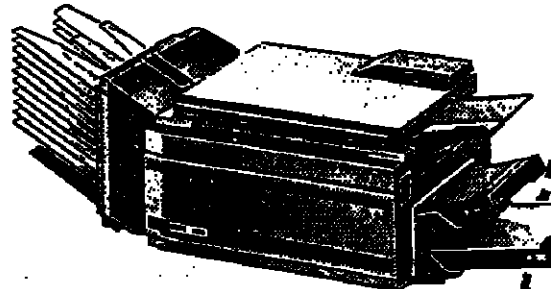
You will find a whole orange grove in the eastern shires - hundreds of hard working Infotec copiers. The squeeze-minded Eastern Shires Purchasing Organisation (E.S.P.O.) for three county councils surveyed the competition, comparing range, copy quality, reliability, features, and price.

This confirmed their taste for orange.

They'd already had five years' experience of our copiers, our supplies service, and our maintenance back-up, using our own specialist engineers.

So now you know why you'll see so many orange copiers in local authorities with heavy-duty low-cost copying requirements.

Find out more. Peel the coupon.



TOMORROW IS HERE AND IT'S ORANGE

**infotec**  
FAST FAX - COPIERS  
**Hoechst**  
Kalle Intec is a Hoechst Company

To Infotec Marketing, Hoechst House,  
Hounslow, Middlesex TW4 6HL  
Tel. 01-577 5577. Fax. 01-570 5835.

Please send me information on: ☐ Copiers ☐ Fax

Name \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

TIS/84

moreover... Miles Kington

## It's a mugger's game in Manhattan

(Today we have a short story set in New York, the world's largest producer of adrenalin.)

Martin had lived in New York for 40 years and never been mugged once. This did not make him confident - on the contrary, it terrified him. The way he saw it, he was now the most likely person in Manhattan to get mugged next.

"What are the odds in favour of me getting mugged?" he asked his friend Lenny.

"How much are you willing to bet?" said Lenny, who was a compulsive gambler.

"Oh, come on, this is too important to bet on!"

"Nothing is too important to bet on", said Lenny, shocked. That was the end of their friendship.

"How do you think I can avoid getting mugged?" Martin asked his friend Grace. Grace had not been outside her apartment in five years, as a sure-fire way of avoiding being mugged. It had failed; someone had broken in and mugged her.

"I've no idea, Martin", she said. "Most of these guys are on drugs anyway, and they need the money for their addiction."

This gave Martin an idea. If the muggers only needed the money for drugs, why didn't he offer them drugs instead? Then possibly they would be so grateful they wouldn't harm him. Through some rich friends he knew he bought small quantities of heroin, cocaine and LSD. He had never touched the stuff himself, so he had to label them carefully to make sure he didn't get them mixed up.

One day he was walking in a part of Central Park, he shouldn't have been in (the part where there is grass and trees) when three men leapt out at him. One was black, one was Puerto Rican and one was Caucasian. Well, at least mugging is being integrated, he thought.

"You want drugs?" he cried. "I've got drugs! Anything you want you can have. Just name it. But don't touch me!"

The three men let go of him respectfully.

"We almost made a big mistake there", said one of them. "This guy's a pusher. Hurt him, and we could have the Mafia down on us. Let's see what you got, mister."

Somewhat to his surprise, Martin found himself displaying his wares to his clientele. Even more to his surprise, he found himself accepting money for the drugs, much more than he'd paid for them.

"How come you guys have all his money?" he said. "Why are you out mugging if you have money?"

"Well, we're not real muggers," said the Caucasian embarrassed. "We're out-of-work actors."

"I thought out-of-work showbiz people always became waiters or barmen", said Martin.

"Right. But there are so many showbiz people in catering now that you can't get work as waiters. So we had to get work as muggers."

When Martin got home, he bought some more drugs from his friend. Pretty soon he sold them to some more muggers. Pretty soon after that he found he was spending more and more time pushing drugs, and making more and more money at it. Being afraid of muggings had turned him into a professional drug-pusher.

One day a man leapt out at him and grabbed him.

"You want drugs?" said Martin. "I got drugs."

"I want money," said a familiar voice.

"Lenny!" cried Martin. "How're you doing?"

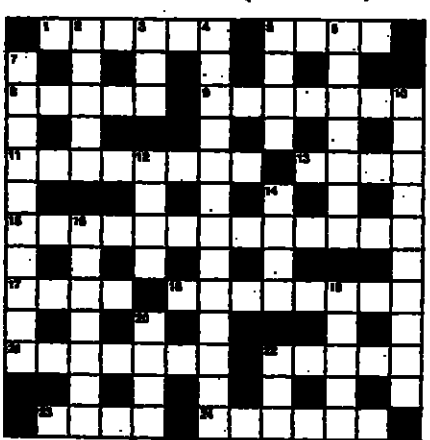
"Badly," said Lenny. "I lost everything gambling."

He hit Martin over the head and took his money, wallet and all his credit cards, leaving the little packets of white powder behind.

Moral: It's no use offering drugs to a money addict.

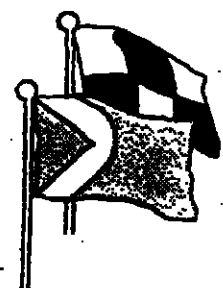
CONCISE CROSSWORD (No 359)

- ACROSS  
1 Anti aircraft fire (6)  
5 Light toboggan (4)  
8 Turn upside down (5)  
9 Head bow (7)  
11 Compassion (8)  
13 Frank (4)  
15 500th anniversary (13)  
17 Wicked (4)  
18 Tangle (4)  
21 Stumbled (7)  
22 Memento (5)  
23 Blood hump (4)  
24 Disposition (6)  
DOWN  
2 Pick (5)  
3 Total (3)  
4 Vegetable patch (7,6)  
5 Edges (4)  
6 Airship cabin (7)  
7 Following (10)  
10 Very tiny (5,5)  
12 Curves (4)



- 14 Retain (4) 20 Stain (4)  
16 First letter (7) 22 Trinitrotoluene (1,1,1)  
19 Bread maker (5)

SOLUTION TO No 358  
ACROSS 1 Franc 4 Typical 8 Loose 9 Expense 10 Nonesuch 11 Lava  
13 Pontificate 17 Into 18 Frenzied 21 Antenna 22 Right 23 Stepped  
24 Out  
DOWN 1 Feline 2 Acorn 3 Crocodile 4 Thenceforward 5 Pope  
6 Contact 7 Leway 12 Scenario 14 Octave 15 Vitals 16 Editor  
19 Ingot 20 Soap



**Canadian Pacific remembers...**

...the officers and crews of the Empire Lance and Empire Outlass, and all those who sailed aboard them on their historic voyages to Normandy 40 years ago.

**Canadian Pacific**  
Canadian Pacific, 50 Finsbury Square, London EC2A 1DD



# FASHION by Suzy Menkes

## Long shots for the English summer



Far left: Fondant pink damask gored skirt £59.95, pink silk square-cut blouse £25.50, oversize white damask jacket £74.50, pink headband £3.95 all from Whistles, 12/14 St Christopher's Place W1, 1 Theyer Street, W1, 14 Bond Street, SW3, 20 The Market, Covent Garden WC2. White leather cycling shoes £30, Hobbs, 47 South Molton Street, W1 and branches.



Centre: White linen side-buttoned pleated skirt by MaxMara from Harrods Separates Room, sold with navy pin stripe regatta jacket (not shown) £231 the set. White glazed cotton shirt £26.95, white leather cycling shoes £30, both from Hobbs, 47 South Molton Street, W1, 14 Bond Street, SW3, 20 The Market, Covent Garden WC2. White stretch belt from Margaret Howell, 25 St Christopher's Place, W1 and branches.



Left: Tubular cotton knit skirt £45, elongated short-sleeved knitted top £49, basket weave cropped square cotton sweater £69. All from Joseph Tricot, 18 Sloane Street, SW1, 16 South Molton Street, W1. Mesh scarf Top Shop branches. Suede and leather gloves Miss Selfridge. Cotton knit peaked cap by Fred Barr £17.50. Boxer boots by Willwear £19.50, both from Whistles, 12/14 St Christopher's Place, W1 and branches.



### FASHFLASH

Did Princess Anne's wet weekend wardrobe betray a class shift too subtle for most of us to register?

The High Priestess of the green anorak and wellies had swapped her Husky for a Barbour, the wax-coated hunting jacket that comes into its own after two decades hanging on the back of the gun room door.

When social climbers take a garment to their bosoms, its sales go up and its status goes down. Young Sloane Rangers (both sexes) are already wearing their Barbour round Chelsea (but not yet over their ball dresses). And after Princess Anne's endorsement of the sou'wester, is their another upper crust alternative to the trilby?

Norman Lamont, Ministry of Industry and the Government's "Mr Fashion", emphasised last week a continuing commitment to the rag trade. Speaking at a lunch held by the British Fashion Council, he spoke of the Government's involvement with moral and financial support, in the clothing industry. A permanent venue for fashion fairs could be the ultimate outcome.

Meanwhile, the next London Fashion week in October will continue to present a united front, with all groups showing at Olympia's new exhibition hall. Today the London Midseason fashion exhibition opens to the trade at the Kensington Exhibition Centre. With young London designers capturing international attention, 26 streetwise designers have been brought in to Midseason as the "innovators".

Shoe shops are taking strides into the future. Last week futuristic foot fashion came to Covent Garden with Sluggo suede and rubber boots and gladiator strappies at Freelance. Their High-Tech materials and hot colours sell from £15 to £50 at 39 Floral Street WC2.

Designers who keep a step ahead, like Japanese-born Tokio Kumagai and our home-grown Royal Wedding cobbler Clive Shilton, are promoted by Rayne. Their refurbished Brompton Road shop competes with Kumagai's Surreal shoes, is a showcase for designer collections.

Steven Harris, 27-year-old fashion student at Harrow, has won the £10,000 Selfridges Anniversary Scholarship. The award, inaugurated by Selfridges in this 75th anniversary year, is for women's wear, the speciality of Steven, who worked his way through college and into Harrow in 1981 after leaving school at 16 and working in a variety of jobs from installing double glazing, to book binding, to carrying meat at Smithfield.

### PETA MARIE



Pretty dress  
Pretty summer dress in 100% cream  
great cotton printed with pink blue  
punch and russy flowers and touches  
of green, trimmed plain cream. Other  
prints available too.  
Size: 12, 14, 16, 18.  
Price as shown £38.00 or from £32.00  
Send 1st class stamp for free brochure  
to Peta Marie Ltd, 4 House Barny  
Road, Sevenoaks, Kent TN11 3JH.  
Telephone: 0732-453300.

### Angela Gore



### White Carnations and Butterflies

on grounds of peach pink OR sky blue  
OR pale olive green for an easy fitting  
cotton shirtdress - no waist seams, self  
belt. Length 45" with two inch hem.  
From stock or up to 28 days. Made in our  
Kent workshops and refunded if unsuitable:  
12/36 bust, 38 hip, 14/38, 40, and  
16/40, 42, 44.

ANGELA GORE LTD.  
Heabury Manor, Elham,  
Canterbury, Kent - Elham 582  
Shopped nationwide listed for telephone please  
Reg No. 37732 London 957

**serena**  
Relax on Holiday  
in this exotic  
Djelaba lounge

This long-sleeved  
serena Djelaba  
lounge for the  
summer  
evenings and  
around the pool.  
Dyed in  
polyester  
jersey.

Size:  
S 10-12  
M 13-15  
L 16-18  
XL 19-21

£28  
Post Free

Colours:  
Black, white, blue,  
red, green, yellow,  
orange, pink, purple,  
brown, grey, navy, etc.

serena  
SERENA MAIL ORDER LTD.  
91 High Street, London W1  
Telephone: (0483) 503948

**Chloe**

**SALE**

173 New Bond Street W1

**An Invitation**  
TO  
70 WELBECK STREET  
LONDON W1

**Robert Holt**  
FURS

Robert Holt invites you to the opening of  
his new fur salon at 70 Welbeck Street,  
London W1 on Tuesday, June 5th.  
As well as the Robert Holt collection you may choose  
from an extensive selection of the finest European and Canadian  
creations, including the exclusive Balenciaga collection.  
In addition we can offer a full range of personal services,  
including bespoke creations, alterations, re-modelling, valuations,  
out of season cold storage, and free delivery.  
For a unique experience of  
fashion and quality, visit us without  
delay.  
Hours, Tuesday - Saturday,  
10.30 am - 5.30 pm.

**Robert Holt**  
FURS

Robert Holt Furs,  
70 Welbeck Street, London W1M 7HA.  
Telephone: 01-935 8781/2.

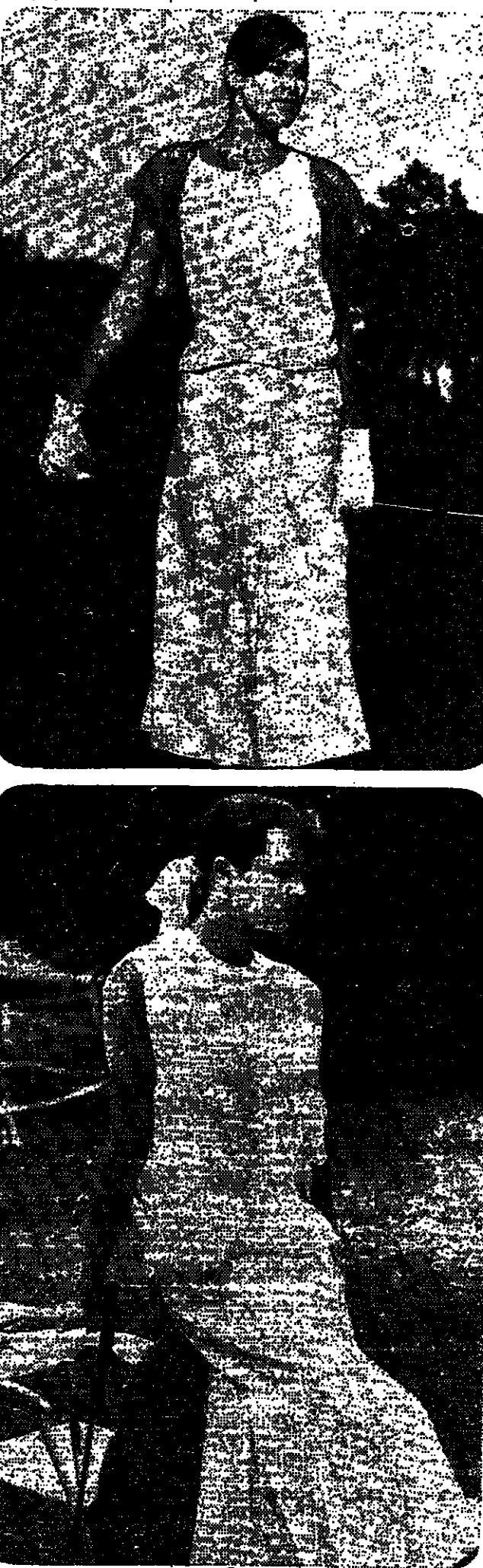
Above right: White linen skirt  
pleated from the hip by Margaret  
Howell £98, jade green vest jacket  
(also white, red, slate, turquoise,  
blue and black £28, from Margaret  
Howell, St Christopher's Place, W1.  
White ribbed cotton vest £10.99  
Hobbs, South Molton Street and  
branches. White gloves Miss  
Selfridge. White lacey shoes  
£25.95 Whistles branches.

Right: Panel pleated white skirt  
£50.20, spotted cotton voile  
overblouse £47.80. Both by Gay  
Tromminger Simpson Pootilly, W1.  
Cloe, 101 Marylebone High Street.  
Scraples Chester, Campus Oxford  
and Edinburgh. Undervest by  
Margaret Howell.

Vines and flights arranged by The  
Travel Club of Uppminster,  
specialists in Holidays in The  
 Algarve. Brochure: Station Road,  
Uppminster Essex. Fine food and  
location. JOSE DIAS of  
Restaurante CHADDA VELHA,  
Faro.

Fashion assistant:  
CHRISTINE PAINELL

Photographs by JEANY





# THE TIMES DIARY

## Balance of justice

President Reagan doesn't know it, but he is due to go on trial in London on Thursday for "crimes against humanity" and "endangering world peace". The mock hearing, organized by a left-wing group called Liberation, will be held at Friends House in Euston Road, Lord Gifford, a Labour peer and QC, will "prosecute". The chief witness will be Greenham protester Helen John. But there will be no defence lawyer. Having asked the US embassy to supply one, and having then suggested that Reagan might like to defend himself, the organizers have now decided to let the President's public statements speak for themselves. It may be some comfort to Reagan to know that in Britain one is meant to be innocent until proved guilty.

## Singular

When Kenneth Baker, the Minister for Information Technology, announced a £250,000 government grant to British Film Year, his audience was the smallest that people with long experience of Parliament can remember. There was just one MP in his seat. I hope this is not an omen for the film audiences.

## Rocking Rio

Train robber Ronald Biggs is in the money again. A sitting room wall at his home in Rio de Janeiro is now adorned with a platinum disc marking one million sales in Brazil of a record called *Fantastico* by The Magic Balloon Gang, whose lead singer is Biggs's nine-year-old son, Michael. "Brazil is wild about the boy," says the record company. So is former chief superintendent Jack Slipp of Scotland Yard, who hit a rather sour note when told of the boy's success, whose birth prevented Biggs's extradition in 1975. "This is typical Biggs's luck," he said.

BARRY FANTONI



'At least we won't have Jesse Jackson here blathering about his Irish roots'

## A rosier red

From being its single greatest liability, Ken Livingstone seems to have become the darling of the Labour Party. He has been asked to the party's Walworth Road Headquarters next month to sign copies of his newly-published biography, *Citizen Ken*, in the probable company of Messrs Kinnock, Hattersley, Foot and Benn. Until late last year Labour leaders refused to appear with him in the same platform and the party press office had standing instructions not to mention him in its releases.

## My bleeping heart

In Paris this spring couples no longer click on first meeting; they bleep. Handbills delivered to French homes advertise a device called *le flashing*. *Le drague électronique* (the electronic pick-up) is a box the size of a cigarette packet that you carry in your pocket. When you approach an owner of the opposite sex, *le flashing* let out a romantic bleep alerting both parties to the chance of a liaison. The boxes sell for about £8 by mail order and the advertisements add (and I translate): "Very tolerant. *le flashing* has four different invariable codes. The first is for men who are looking for women and vice versa. The second is for gay men, the third for gay women, and the last for swapping couples. And you can change the code of your flashing whenever you want." It makes computer dating sound very *vieux chapeau*.

## Stormy Petra

Petra Kelly, the German Green Party's former leader, who will arrive in London on Friday to speak at the Feminist Book Fair, is unlikely to plug her latest book, *Fighting for Hope*, which is to be published on Thursday. She has, I am told, clashed with her feminist sisters at Chato over the publisher's decision to cut by 60 per cent the manuscript she submitted. She was sent a revised text during her party's leadership elections, approved it on the spot, and only later realized what had been done. She demanded that a note be inserted saying she dissociated herself from the book; they understandably refused, and Miss Kelly has not exchanged a word with Chato since.

PHS

# Britain's test-ban challenge

by George Walden

While the battle about President Reagan's futuristic "Star Wars" strategy rages overhead, live nuclear explosions rumble beneath our feet. A curb on nuclear testing is arguably at least as urgent as the need to preempt a nuclear space race, especially given the link between testing and proliferation. So far, success has been at best partial in both these fields: not only do the underground experiments continue, but the prospect of nuclear weapons getting into the armories of unstable regimes remains real.

The urgency for action is still there as are the technical and political problems. The two often interact in obscure ways, and nowhere more obscurely than in attempts to achieve a comprehensive test ban (CTB). This week's summit will have little cause for complacency about the future of arms control. Do we all just have to wait, like the Russians, for the US election? Or should we be preparing new initiatives — perhaps in the field of CTB? And who are the effective decision-takers in this whole sensitive area: the sober-suited politicians, or the technicians in gleaming white coats?

The greatest urgency would seem to be to stop the bomb getting into new hands. But as such potential nuclear powers as India are quick to point out, proliferation comes in shapes. One is "vertical" — qualitative improvements to existing weapons, which is what East and West are both busily engaged in. The second is "horizontal" — an increase in the number of nuclear states. A CTB, its advocates claim, could inhibit both.

The 1963 Partial Test Ban Treaty, which forbade explosions everywhere except underground, was an important milestone. But the road somehow kept getting longer. Two

further steps were taken when the Russians and Americans signed treaties limiting the size of underground and "peaceful" explosions, even though neither was ratified. The end of the road seemed at last in sight when tripartite negotiations began in 1977 to stop tests altogether.

The British were in with the Americans and Russians, but the French and Chinese, intent as ever on preserving their national freedom of manoeuvre, were out. For three years the expert and political arguments swayed backwards and forwards. The main success was in securing Soviet agreement in principle to on-site verification of the intricate seismic devices which would monitor explosions in likely areas. But in 1980, new US and British governments developed misgivings about the negotiations as a whole, which were reinforced by extravagant Soviet demands.

With their new concern for American nuclear "backwardness", US critics argued that a CTB could endanger defence itself. An even more alarming prospect for the layman was that untested nuclear weapons might deteriorate "on the shelf" and become dangerous.

A comprehensive treaty would have obvious attractions. It would signal some willingness to slow the nuclear spiral. It would also give enormous impetus to the Non-Proliferation Treaty. Many potential nuclear states — Argentina, to name but one — have still not signed, despite the pressures. But at present the West is not well placed to exert pressure: it is difficult to preach testabstinence in the Third World while refining our own nuclear cocktail.

But, as usual, the closer one looks at the arguments, the more distressingly complex they seem. These very refinements in the accuracy of weapons can be claimed to reinforce deterrence, which is presumably in everyone's interest, though even this claim has to be examined in the broader context of existing arms control prospects.

There is also a dim suspicion that more corporate interests may be involved — especially when it is suggested that the dismantling of technical personnel following any treaty would itself be a loss to nuclear stability. Any hint of special pleading from the nuclear lobby would seem destined to boomerang politically.

Unlike "Star Wars", in which we are essentially interested spectators, Britain is vitally concerned in matters affecting nuclear testing. The CTB negotiations are the only nuclear talks in which Britain figures as a privileged partner of the superpowers.

The British attitude has been notable for its discretion since the breakdown of the CTB talks. When pressed, we have tended to take a stand on the early issue of verification, avoiding the grand issues of nuclear parity. Verification remains a problem. It is difficult to tell underground tests from earthquakes, and "peaceful" from more sinister explosions.

Britain also has to decide what to do about the new warheads for Trident missiles. This is where Labour and the Alliance score. Neither is encumbered by a coherent programme for the future of

Britain's deterrent, which leaves them free to promote the worthy cause of a total test ban without reference to the national defence context.

But even supporters of Trident are largely reliant on the technicians. It may be essential to test these warheads. But if there is any doubt, what is the balance of advantage? Trident is a British interest. But encouraging adherence to the Non-Proliferation Treaty, limiting the development of Soviet warheads, and fostering a broader consensus on nuclear defence in the United Kingdom, are British interests too.

For the humble onlooker, the most disturbing factor is the extent to which governments seem to be in the hands of the experts. Some politicians are technically astute, but even they might find it difficult to argue the loss on "cavity de-coupling" — the risk that explosions can be disguised by absorbing their shock waves in sand, clay or gravel, or in some natural underground cavity.

Disentangling politics from technology is no easy task. But this is precisely why it may be time to have another look at CTB. Identical technical problems can look quite different in a new political context. It may be that CTB is genuinely no longer the priority it seemed at the end of the 1970s. However, at the very least, there is a pressing need to expose some of the scientific and strategic arguments to the light of public criticism.

No one is suggesting that the experts should be ignored. But in the last resort, these decisions must be made in Cabinet rooms, not in laboratories.

© Times Newspapers Limited, 1984

The author is Conservative MP for Buckingham.

## Fred Barnes looks at the Democratic balance sheet ahead of Super-Tuesday 111

# Why every vote will count for Mondale today



control. Think of what the effects would have been had candidate Hart been speaking as President Hart over the past few months. Mr Hart said that if Persian Gulf oil were cut off, our allies couldn't depend on us. Then he tried to say they could.

"Mr Hart claimed that Cuba was not a totalitarian state. Then he took it back. Mr Hart asserted that America is becoming corrupt like Europe and that Richard Nixon was our first European president. Then he had to apologize. That's not the kind of careful thought our allies expect and our nation needs."

to vote are Democrats. In 12 of 45 congressional districts, they make up more than 20 per cent of the population. In short, they are the largest minority group, and Mondale has a clear edge in attracting them.

Mondale's aides believe his rapport with Hispanics matches Jimmy Carter's affinity with blacks, which may be stretching it. But Hispanics do tend to favour old-fashioned New Deal liberalism, and Mondale offers plenty of that. He got more than 80 per cent of the Hispanic vote in the Texas caucuses, despite considerable campaigning by Hart and the Rev Jesse Jackson in the Hispanic community there.

In New Jersey, Jackson has the black community sewn up, and Hart is strong in the suburbs. "That leaves Mondale with the ethnic city vote," said one of his advisers. "That's not enough." For New Jersey to play the role Ohio did for President Carter in 1980 — he won its primary and unified Teddy Kennedy's win in California the same day — the Mondale campaign still has some last-minute work to do, even though its early polling showed Mondale ahead.

The fall-back position for the Mondale campaign is to rely on securing enough unpledged and uncommitted delegates to reach the 1,967 required for the nomination. That he should be able to do. Delegates are elected at district level in California and New Jersey, and by concentrating on friendly districts, Mondale could make impressive delegate gains even while losing both states.

As a last resort, Mondale would turn to Jesse Jackson. It hasn't been merely fortuitous that he avoids attacks on Jackson and explains his lack of evenhandedness towards his opponents by noting that Hart is "the one throwing rocks". Besides, an aide says, it was Jackson who initiated the abortive party unity talks with Mondale in early May. The feeling persists in the Mondale hierarchy that the Jackson delegates would be much more disposed towards Mondale. Hart certainly has no claim on black Democrats. But dealing with Jackson has potential drawbacks — the alienation of moderate, conservative and Jewish Democrats for a start — that make it the least favoured option.

Normally wary of predictions, Mondale has flatly claimed he will take California and New Jersey, and by concentrating on friendly districts, Mondale could make impressive delegate gains even while losing both states.

© The New Republic

The author is national political reporter for The Baltimore Sun.

## Pressing the case for speedier justice

The Government is poised to make the first moves towards bringing in a statutory time limit on the period for which defendants can be kept waiting for trial. The idea is highly controversial, despite its successful operation in Scotland, where an accused in custody who is not brought to trial within 110 days, or 40 days in summary cases, must be allowed to go free.

Now, despite opposition in some legal quarters and indeed from the Lord Chancellor, the Home Office is to set up a study, possibly through local experiments, to see how such a trial deadline might work in England and Wales.

The move, which preempts this week's findings of a four-month investigation by the Home Affairs Committee of MPs into the whole problem of remands, comes about amid growing concern at delays in waiting times, particularly for unconvicted prisoners remanded in custody.

Before 1970, the average time in custody for a remand prisoner was about 19 days. That has now doubled to 38 days and at any one time some 1,600 prisoners will have been awaiting trial for more than three months. 100 for a year and some 30 for more than 18 months. The problem is particularly acute

in the South-east, with London, as Lord Hailsham described it, "the problem child". Defendants there wait for six months on average between committal and trial, and four months if remanded in custody.

Despite some improvement at crown courts in recent years (a 15 per cent cut in waiting time despite a rise of one-third in the number of cases) delays in the magistrates' courts have grown. The average time for defendants in custody from first remand to summary trial or sentence rose from 18 to 22 days in the last five years, and from 27 to 37 days from first remand to committal for crown court trial.

In Scotland however, only 2.5 per cent of 242 high court cases where the accused was in custody failed to come to trial within 110 days and only 1.2 per cent of the 330 sheriff and jury trials.

Many factors are at work in creating delays: an increase in crime; insufficient courts and judges; the number of cases going to the crown courts and poor case preparation that leads to repeated adjournments. The Government has already taken steps to deal with several of them: it intends to implement provisions of the Criminal Law Act 1977 that require the prosecution to disclose its case to the defence — this may

reduce the number of defendants selecting trial by jury just to see the case against them; it is building more courts and the Lord Chancellor is "trawling" for more judges. There is also pressure for the police and courts to have more powers to attach conditions to bail, so they will increase its use, and the Home Secretary is suggesting ways to improve court listing procedures.

But a system of trial deadlines could deal with several of the "delaying" factors at one fell swoop, and create, as Lord Hailsham put it, "the expectation that cases will be dealt with within a particular period". At present, he says, there is no incentive for the parties not to spin out cases or take a view other than "a case will take as long as it takes".

There are problems with statutory time limits. One danger is that with a deadline, cases may be allowed to go up to that limit rather than be disposed of earlier. There can also be delays in bringing simple cases which may be given lower priority than complex ones. Critics also cite the lack of significant success in the American "speedy trial" system, which allows 30 days between arrest and indictment and 60 days between committal and trial.

As Lord Hailsham argued, there is

a danger that the "big fish" among defendants would, when the spotlight is on them, find some excuse to go over and thereby "escape out of the net". Far better, he maintains, to have continual judicial bullying of the prosecution, "constant pressure rather than a statutory bed of Procrustes". But the problem, as the MPs see it, would be how to build such pressure into the judicial system.

Provided that not too many exemptions to meeting the deadline were allowed — arguably the weakness of the American system — a statutory incentive could do much to hasten the judicial process. And with 1986 set for the introduction of a national prosecution system, the time is right for working out a blueprint for trial deadlines, possibly with variations in the time limit according to different regions. As the Prison Reform Trust puts it, such deadlines would not "end the scandal of long waiting periods overnight", but they would "introduce an important and effective regulatory element", increasing the efficiency of the courts and the quality of justice they dispense.

Frances Gibb  
Legal Correspondent

Phillip Whitehead

# Just how open a university?

There has always been a becoming reticence about Peter Brooke. Given the advantages conferred by Marlborough, Balliol and the parental genes of Henry of happy memory, he was a late starter at Westminster and in ministerial office. Young Brooke, like his namesake in *Tom Brown's Schooldays* — from the pages of which he could have stepped fully grown — always seemed old to his contemporaries, and to have a distaste for the suburban Flashmans he found around him. Now, however, he is a junior minister at the Department of Education and Science, in charge of the well-being of adult education, a world far removed from Marlborough and Balliol. His geniality is becoming strained.

The fact is that at a time like this we need adult education on all levels more than at any time since the impetus which gave us the Working Men's College, the Workers' Educational Association (WEA), and the university extramural departments. Not only do we need a smaller proportion of the population through further and higher education than most of our industrial peers, but with continuing and accelerating unemployment millions of people need to come to terms with enforced leisure.

There is more to this than honing vocational skills. Personal fulfilment, the sense of achievement, matters too, especially to those who feel that their careers are on the back burner. It is a time to do more to expand the WEA, local authority adult education, and the Open University.

Mr Brooke has a different approach: the market. He told the National Institute of Adult and Continuing Education last November that "adult education is undervalued because it is underpriced". The Government had already wound up the Advisory Council for Adult and Continuing Education, and announced at Christmas that it would not accept that body's valdatory advice to set up a national council for adult education.

Since then there have been the cuts, slicing through an already thinly spread service. My local WEA centre in Derby goes into its eighteenth year facing cuts of 8½ per cent over the next three years in grant-aid, on top of the 14½ per cent cut in aid to university extramural departments, and lower levels of local authority support thanks to rate-capping. The result will be to throw the association into deficit.

even with a 30 per cent increase in fees and reduced class provision. This Mr Brooke described last week as "reining back a little" on provision.

He has reined back completely on the Educational Centres Association, whose grant is to be reduced from £18,000 to zero in the next three years. In that period the total education budget is set to rise from £12,831m to £13,160m. Adult education spending in the same period will fall from £91m to £8m.

In the case of the Open University, a doubling of fees in the past four years has proved so powerful a disincentive that 40 per cent of those offered places turn them down. It now faces a 20 per cent cut over the next three years.

In my locality the blow falls hard on rural areas. Students find that tutor-hours are reduced, or limited to the foundation year. Video recorders vanish from study centres. The next phase in this attrition will be the closure of the study centres themselves, so that the student has to fall back on the larger cities, often along routes not served by buses or impassable in winter.

The pressures are to go commercial, to concentrate on short, market-oriented packages which can be sold to sponsored students at £300 a course. Mr Brooke, again, has hinted to the Open University that "it will need to reconsider its direction".

He will argue that there is special provision for the worst off, that adult literacy has remained a priority, that the WEA has a special grant to reach out to the adult unemployed. For the rest, he has said: "I cannot believe that the average family could not afford significantly more if they could be convinced that these classes were worth spending their money on."

But how do you do that when provision is cut, when courses and back-up are reduced? It is not enough to regard adult education as a kind of best buy, which can be tarried up to appeal to the consumer at means. Many such people use the classes anyway. The people who will find it hardest are those whose motivation has to be set against low income, hard physical work, unsocial hours, raising a family as a single parent. You do not meet many of them on the road to Marlborough and Balliol, but they are what the long struggle to provide adult education has always been about. And they have been betrayed.

The author was Labour MP for Derby North, 1970-83.

Roger Scruton

# Misplaced power of the press

Carlyle described journalists as the "fourth estate". He was referring to the enormous power wielded by those who direct the flow of information. Most governments in the modern world, being unsure of their legitimacy, appropriate that power, so as to control the press "in the name of the people". But some governments, ours included, still permit journalists to gather information, and to publish it, without official approval. It is an inevitable consequence of free association that power accumulates in private hands; the only question, in this as in every case, is how to ensure that it is used responsibly.

The difficulty should not be underestimated. Journalists have the power to publish information damaging to individuals and to the national interest; they also have power to justify themselves, to beg questions in their own favour, to set up kangaroo courts in which they figure as prosecutor, solicitor, counsel, jury and judge.

Thus, by a scandalous deception, two investigative journalists from *The Sunday Times* recently obtained confidential information about the bank account of Montague Markering Lid which was used in a report about Mark Thatcher's involvement in the so-called "Oman affair". Had such techniques been used by Mr Thatcher against *The Sunday Times*, the British public would naturally be reminded every Sunday of his fault, and the inflated language of the Sunday editorial would be put through all the tricks of rhetoric so as to blacken his name. As it was, *The Sunday Times* decided to display its virtuous conscience to the nation. It would have been wiser, it admitted, not to have used a "made-up" name, in obtaining the confidential information. But "this was a journalistic ruse; the journalists felt that they had to conceal their identities — a normal practice of investigative reporting".

The journalists did not use a false identity; they merely concealed the true one. We, the journalists, have accused ourselves; we have defended ourselves; we have passed judgment; and we are right.

The Oman affair was a comparably mild example of the way in which politically motivated journalists can manufacture scandals, and flatter themselves that, in doing so, they are discharging an indispensable public function. Fortunately there are still journalists courageous enough to prick the preposterous humbug of their colleagues, as John O'Sullivan did on this occasion (*The Daily Telegraph*, March 19). "What could be more ordinary," he asked, "than a father agreeing to be a co-signatory for his son's business bank account?" And yet this ordinary fact, precisely because it is confidential, can be "exposed", and painted with all the colours of a sinister intrigue. It is however in everybody's interest that such ordinary facts be regarded as unpublishable, and most of all by those who have the power to publish

them, the unscrupulousness to obtain them, and the effrontery to posture, in consequence, as the "conscience" of the nation.

The task of such people is simplified by *The Investigative Researcher's Handbook*, recently published by Stuart Christie, whose previous work, *The Anarchist's Cookbook*, containing recipes for bombs and other instruments of destruction, has been banned by the Home Office. Mr Christie advocates the use of false identities, false bank accounts, forged documents and doctored credit cards. He also finds a convenient justification, for those troubled by lingering scruples, in the need to "expose and isolate those organizations and individuals whose will to power breeds and thrives on social and economic injustice". In other words investigative journalism is justified by the "revolutionary morality" of Lenin, according to which the end always justifies the means, provided only that the end is socialism.

It is in the same spirit that Duncan Campbell has pursued his researches into the defences of the United Kingdom, tirelessly exposing information about American "military installations". Naturally, any one who seriously believes that the presence of American bases in Britain presents a danger to the nation will wish to make publicity for his cause; such is Mr Campbell's right and duty. But some publicity is more dangerous than the threat which it purports to disclose. It needs little knowledge, either of the habits of terrorists, or of the problems of strategy, to recognize that the constant broadcasting of classified information about military plant and installations could do irreparable damage to the national security, whether or not the information was legally obtained.

However, the politically motivated journalist, who lacks either convincing arguments or the power to express them, will always rest his case in information. And the more confidential the information, the more harm that is done by publishing it, the better it is for his cause. Information is the source of the journalist's power, and the bond which secures him to his public. To expose what is confidential, while insinuating that some sinister force is attempting to hide it, always brings a massive personal bonus to the one who spills the beans. Not only does he confirm thereby his power to damage others; he also reinforces his favourite moral posture, as the heroic champion of the truth, against the "vested interests" that would suppress it. No matter that the victim is powerless to retaliate or is exposed to danger, no matter that the security of the nation is jeopardized. The end justifies the means, and the end is power — the power of those favoured by the journalists, and of the journalist himself as their glorious saviour.

The author is editor of the Salisbury Review.





P.O. Box 7, 200 Gray's Inn Road, London WC1X 8EZ. Telephone: 01-837 1234

## BUILDING CONFIDENCE

President Reagan has now enunciated what has in fact been the Western position for some time, namely that the Soviets can have their wretched declaration on the non-use of force if they will agree to Western proposals on confidence-building measures in Europe. He was referring to the Stockholm conference on disarmament in Europe where thirty-four signatories of the Helsinki Final Act of 1975 are trying to agree on ways of extending the Helsinki provisions for notifying and observing military manoeuvres.

The West has always been right to resist the Soviet liking for high-sounding declarations. The non-use of force has long been a Soviet favourite, popping up all over the place as a substitute for genuine negotiation. As the West tirelessly points out, members of the United Nations are already bound by the Charter to avoid settling disputes by force, while

Nato reaffirmed its defensive character in the Bonn declaration of 1982, when it said that its weapons would not be used except in response to an attack. What further purpose would be served by a solemn declaration renouncing the use of force if it is difficult to discern, unless one were to assume that the Russians would actually observe it, in which case their own allies might be the first to benefit. However, it seems to be something they want, so Mr Reagan is right to say that they can have it if they will give something in return. In fact, something for nothing would be a good bargain. What the West wants in Stockholm are concrete, verifiable measures to reduce the danger of surprise attack or war by miscalculation. The key word is "transparency". Already the Helsinki Final Act obliges signatories to notify military manoeuvres involving more than 25,000 men within 250

kilometres of frontiers, and urges them to invite observers. At Stockholm the West is trying to lower the threshold of negotiation to a division, to include nearly all out of garrison activities, to make observers mandatory, and to cover the whole area from the Atlantic to the Urals.

The Soviets have recently shown signs of movement on the sensitive subject of verification, and have generally been less grumpy than in other East-West contacts, perhaps partly to avoid further alienating the neutrals and non-aligned, so there is a feeling that progress is still possible.

It is worth persevering. Confidence-building measures will not in themselves stop war but they can add an extra element of restraint at the bottom rung of escalation and help to reduce the temptation to use military manoeuvres as a means of exerting political pressure.

## PRESIDENT ON THE GREEN

Neither saturation by security guards nor swarming by the media masked the warmth of President Reagan's greeting to Ballyporeen, whither he came as descendant of "people who are buried here in paupers' graves". It was the same throughout his three days in Ireland. He may have been looking over his shoulder at the voters of Irish descent in the United States, but there was always enough of him present to impress his hosts with the friendliness of his personality and his esteem for their country.

The active objectors were numerous but were kept well away from the centre of attraction - the failure to make progress in nuclear arms control, and United States policy in central America, concerning which Irish opinion is mainly formed by the experience of the missionary church - were alluded to by Dr Fitzgerald in his speech at the state banquet on Monday night. None of it seriously interfered with more general feelings of regard for this great-grandson of Ireland who has made it to the very top, or overlaid Ireland's historical gratitude for the institutions, values and support of the people of the United States.

As a cordial celebration of Irish-American relations the festivities succeeded well, and from what the television screens

showed here it may be guessed that what they showed in the United States did the President's re-election campaign no harm. For his part Dr Fitzgerald has reason to be pleased with Mr Reagan's observations about Northern Ireland. They fell a long way short of what Mr Haughey would have liked the President to do, which is to declare for a united Ireland and call on the British government to do the same. But they were well suited to Dr Fitzgerald's more circumspect approach.

The President denounced the mortal political violence in Northern Ireland as plainly as did Pope John Paul when he was in the island five years ago (and he repudiated several times citizens of his own country who fund it and bolster it. His appeals to his fellow-Americans echoed the appeals successive Irish prime ministers have made on their St Patrick's day visits to Washington.

Mr Reagan was fulsome in his praise of the work of the New Ireland Forum, paying it the compliment of adopting its phraseology as his own. He endorsed the report's analysis by speaking of the necessity of reconciling the differences between the two traditions in the island, Catholic nationalist and

Protestant unionist. He reflected the sense of urgency found in the report. He appeared to approve the line of approach favoured by the Irish government, which is to proceed through cooperation between the British and Irish governments towards a political solution. Altogether a useful fillip for the forum.

Mr Reagan is now in London, where his remarks on the Ulster problem fall on other ears. Here we may welcome no less his denunciation of terrorism, and his asseveration that the United States will not interfere in Irish matters or prescribe solutions or formulas. We may regret that his remarks were not balanced by explicit emphasis on the requirement of consent by the people of Northern Ireland to any change in their constitutional status.

It will be noted also that, whereas all American presidents since the beginning of this phase of the troubles have been studious in confining their Irish observations to matters that are common ground between the Irish and British governments, Mr Reagan has run ahead a bit in his generalized enthusiasm for the forum. He is ahead because the British Government has not yet made its considered response. When it does it is unlikely to be embarrassed by anything the President has had to say while down among his roots.

## SMALL POWER IS BEAUTIFUL

Water power has always been an essential ingredient in man's process from the primitive state to civilization. There were irrigation schemes 5000 years ago in Mesopotamia, water-wheels in the kingdom of the Pharaohs, and many major European cities owe their location not just to the proximity of a port, but to the fact that water power contributed to an expansion of trade.

When Schumacher wrote *Small is Beautiful* there was a tendency here to think that the attraction and potential of intermediate technology should only apply to the developing countries. Today's conference at the Watt Committee on Energy entitled "Small Scale Hydropower" is thus to be welcomed since it recognizes that this particular branch of intermediate technology is not receiving its due.

Although in 1982 hydropower only supplied 1.6 per cent of

British electricity it is dominant in the north of Scotland and provides Britain's cheapest electricity. There is still great potential in the Highlands, but some reluctance to contemplate major projects, or even the replacement or refurbishment of existing plant which will become necessary in the 1990s. However even if there is not much scope for large schemes, there is enormous potential for small run-of-river schemes which do not need to be served by large reservoirs; and this potential extends not just in Scotland but throughout Great Britain.

Unfortunately there seems to be a prejudice against smaller hydro-electric systems in the engineering industry. The manufacturers of established water turbine technology show no enthusiasm for smaller systems. They seem to be rigidly attracted to their own economies of scale. There is no taste for the development of engineering sys-

tems which would be more appropriate to the great variety of potential schemes on British rivers which could yield small-scale hydropower. More applied research is needed, but that again is precluded too often by the thrust of official funds towards established areas of large technology, rather than to exploring the intermediate scale.

If today's conference at the Watt Committee can open up the subject in a way which leads to the exploitation of small-scale hydropower and the generation of much more energy from thousands of small-scale plants, it will have performed a considerable service. The result would not just be to provide Britain with more sources of energy. It would also show the less developed world that the industrialized economies are not simply based on the big technological battalions, but that small is beautiful and useful wherever you can find it.

(of London as well as Edinburgh) which is in disagreement with the present rush towards financial conglomerations. There are also many others, broadly sympathetic to that objective, who are concerned that the existing City framework should not have been stirred quite so vigorously until the new structure which will replace it has been more clearly defined.

I doubt that it requires a purely Scottish sense of perception to be able to question the delay which has occurred in forming a London-based committee to consider these matters. It is not unusual, when half of the course has already been run, to then choose to decide on the rules of the treasure hunt? Is it not unfair at that stage to ask a number of the participants, who have already

headed as a group in one direction, to determine the final destination for the whole field?

Perhaps there sound reasons, other than Scottish caution, to stand back a little from events until these questions have been answered.

Few will disagree that there may be scope for a number of financial conglomerations; this can be most clearly justified in circumstances where there is a common rationale between the different parts. But it is less easy to understand the effective fit of widely differing activities and financial services.

There could be grave dangers in the present general rush to assemble separate activities under one umbrella. Quite apart from questions of market regulation, independence and commercial effectiveness it seems that little regard is being paid to the potential problems of managing talented, highly paid and mobile executives with specialized and different skills.

Jeremy Warner reflects the prevailing policy in his last paragraph when he states "these days there is safety and progress in size". I believe that there are major risks in the fashionable pursuit of this policy when so few are aware of where they are heading. It is time that those who are in disagreement should begin to be heard in London as well as in Edinburgh.

Yours faithfully,  
JONATHAN CHEAL  
(Legal Adviser),  
Country Landowners' Association,  
16 Belgrave Square, SW1.  
May 25.

exclude that liability (in effect, by stipulating that the visitor enters at his own risk) as long as the granting of the access does not fall within his business purposes.

If the occupier makes a business out of granting such access, any attempt by him to exclude his liability will remain unenforceable.

It is true the Act should have the effect of increasing recreational and educational access to land. It is this at which the Act is aimed and the CLA welcomes it.

Yours faithfully,  
JONATHAN CHEAL  
(Legal Adviser),  
Country Landowners' Association,  
16 Belgrave Square, SW1.  
May 25.

## City framework

From Mr Angus Gossart  
Sir, Your correspondent, Jeremy Warner, who quotes me in his article of May 22 ("Edinburgh says 'no' to mergers and opts for financial boutique"), is incorrect if he implies that reservations about the City revolution are particularly Scottish or derive only from those who are committed to more specific objectives within the financial sector.

Considerable publicity has been given to the major moves which have occurred in that sector within the past year and this has encouraged widespread comment which appears to endorse these moves.

There is, however, a strong body of contrary opinion within the City

## Access and liability

From Mr Jonathan Cheal  
Sir, Perhaps you will allow me to comment on an article by your Legal Affairs Correspondent (May 19) about the new Occupiers' Liability Act. The Country Landowners' Association was closely involved both in discussions preceding the drafting of this legislation and in the amending of it in Parliament.

It is incorrect to state that occupiers of land for business purposes will no longer be liable for injuries suffered by recreational and educational visitors. The true educational position is that the Act allows an occupier expressly to limit or

## Making a secure future for coal

From Mr Patrick McNair-Wilson, MP for New Forest (Conservative).  
Sir, John Raven's timely article on the current mining dispute (May 25) properly underscores the need to recognise that "winning the peace" will prove no less important than "winning the war".

Those who argue for a fight to the finish, with one single victor, fail to understand the central place occupied by coal in our economy.

The British coal industry is the largest in Europe and one of the most technically advanced in the world. The reserves are enormous, far outstripping those of any other fossil fuel we may enjoy. The electricity industry is committed to a massive coal-fired programme and the huge Drax B station is still being completed.

There is a significant and relatively secure steel-industry market, and some prospects of an increasing industrial and export market in the future.

There is, indeed, a more assured future for coal than for many other industries. Coal is, therefore, part and parcel of the daily lives of our people, whether they live in Rotherham or Reading.

Sadly, there appears to be little trust by both sides in the utterances of the other. Extreme positions seem to have been adopted.

The NUM are guilty of trying to persuade their members and the country that the dispute is about whether or not we continue to have a coal-mining industry in this country. It is not. It is about whether Britain has the most efficient and competitive coal industry possible.

Certainly it is true that coal can be purchased more cheaply elsewhere in the world, but it is neither morally right nor realistic to believe that we could satisfy our need in this way. For a start, we do not have the on-shore facilities required to handle the quantities needed.

It is in everyone's interest that the dispute be brought to an end as soon as possible and a way out of the dilemma found.

The NUM may be responsible for misleading its members, but has not the board done likewise? Were the assurances about Cortonwood really meant to be so easily set aside?

## Without benefit

From the Minister of State for Social Security  
Sir, Mrs Nancy Salford's letter (June 4) about her retirement pension indicates that she must have missed my department's publicity on how pensions will be paid whilst her payment computers at Newcastle are shut down by strike action. My department has advertised our arrangements regularly in the national press since the action began.

Pensioners who are paid by order

book should cash orders in the normal way. If their book runs out they should take their expired book to the post office each week: payment will be made on that book.

Those who are normally paid by payable order sent through the post can obtain payment by contacting their local social security office. It would be helpful if they could take the tear-off slip from their last payable order with them.

Those who are paid by credit transfer direct to their bank account need take no action, as crediting should continue without interruption. If exceptionally a credit is not made when due, the pensioner should contact the local social security office.

## Justice in Turkey

From Miss Rosanna Achilleos  
Sir, If, as the Turkish Ambassador claims (May 25) Turkey's Administration has never failed to investigate all allegations of torture in Turkey, why have they repeatedly failed, over the past nine years, to end the psychological torture of the relatives of the 1,619 Cypriots missing after the Turkish invasion of Cyprus in July, 1974?

As yet another anniversary of the invasion approaches, perhaps the Turkish Ambassador could request his government's appointed committee, when they investigate conditions in prisons in Turkey, to also investigate the possibility that there are a number of Cypriot nationals alive and well and living in Turkish prisons, thus ending what can only be a nightmare for some of the families concerned.

Yours sincerely,  
ROSANNA ACHILLEOS,  
28 St Michael's Street, W2.  
May 25.

## American lawsuits

From Mr Arnold Hertzberg  
Sir, Arising from Nicholas Ashford's article of May 18, no one could highlight the reasons for the attractions of American litigation better than Lord Denning in his inimitable manner. In a case, *Smith Kline & French v. Brown* (1983) 2 All ER 74 he commenced his judgment:

As a moth is drawn to the light, so is a litigant drawn to the United States. If he can obtain a case to the effect courts he stands to win a fortune. At no cost to himself, and at no risk of having to pay anything to the other side. The lawyers will conduct the case on spec: as we say, or on a "contingency fee", as they say.

The lawyers will charge the litigant nothing for their services but instead they will take 40 per cent of the damages, if they win the case in court, or out of court on a settlement. If they lose, the litigant will have nothing to pay to the other side. The courts in the United States have no deterrent as we have. There is also in the United States a right to trial by jury. They are prone to award fabulous damages. . . . The plaintiff holds all the cards.

Yours faithfully,  
ARNOLD HERTZBERG,  
101 Morris & Co.,  
6 Great James Street,  
Bedford Row, WC1.  
May 29.

## Short shrift

From Mr Roger Mules  
Sir, Wing Commander Tyrell (May 29) must indeed have had a good head of hair in the 1930s for it to have cost him 2/- to have cut. I remember my father always paid 6d at that time and changed his hairdresser when the charge was increased to 9d after the war because he refused to pay an extra 3d to find the little that was left before it could be cut.

Yours faithfully,  
ROGER MULES,  
Chiffen,  
Telgumouth,  
South Devon.  
May 29.

## LETTERS TO THE EDITOR

### Lamentation for a lost city

From Professor Geoffrey Best  
Sir, When I first read that our Government was considering crowning its campaign against the dignity and self-respect of its own capital city by putting County Hall up for sale, I took it to be some stroke of Swiftian satire. Further reading and listening, however, shows it to be seriously meant, after all.

As an historian (who is also a Londoner and, I should perhaps add, not a member of the Labour Party) I am not, on second thoughts, so surprised at the proposal.

Our country has never had much of a philosophy of urban life - the sort of philosophy familiar over two millennia to continental Europeans - and of our three historical political groupings, Conservatism has been the least interested in, and most fearful of, big cities.

Few Conservatives who have been able to live outside their own either in the country or in country-flavoured suburbs - have chosen not to do so. Running businesses in them (likewise maintaining *pietres terre*) is, of course, a different matter, and "The City", as we oddly distinguish it, is very different indeed. No doubt about our rulers' respect for that.

But "The City" is nothing to do with cities as city-dwellers know them; and its archaic civic government and social institutions are no more than fancy projections of its *raison d'être*, the conduct of business and the maintenance of privileges.

Conservatism can understand the City of London's need for suitably magnificent headquarters. There could never be any talk, I'm sure, of selling the Mansion House or the Guildhall! Very different, in the view of suburban and country Conservatism, are city halls actively and even generously trying to run

their conglomerations as places for living in and for the advantage of the millions who cannot live anywhere else.

The great urban reformers of the early and middle nineteenth century who first showed how this might be done were for the most part Liberals. They (with Joe Chamberlain to begin with among them) had a vision of city life in England which should cease to be culturally inferior to that presided over, from grand civic palaces, by the burgomasters and mayors of the Continent.

That a great city should not be governed from such a palace was an idea they could not have understood. So largely did their vision come to possess late Victorian England that when greater London at last acquired a form of government adequate to its size and significance, the LCC's headquarters was not unfit to match with those of Leeds, Manchester and Birmingham, let alone Brussels, Stuttgart and Turin.

And that is the building which is likely to be knocked down to the highest bidder, after the knocking out of the city government it has housed for so long! To be replaced by - what? By a void, a nothingness. . . . London will be the ill-favoured odd man out among the world's cities, a faceless and emasculated capital. Londoners will be kicked so much closer to social incoherence.

What an irony and what a disgrace that the men and women now contemplating this shabby deal take ignorant pride in "restoring Victorian values", respecting our Victorian legacy and improving Britain's standing before the rest of the world!

Yours faithfully,  
GEOFFREY BEST,  
12 Florence Street, N1.  
June 1.

### Maintaining confidence

From Ms Marie Stanton  
Sir, Mr Rogers, in his letter (May 30), put forward a strong case against special protection for journalistic material from the new powers in the Police and Criminal Evidence Bill. While he may be right to resist special treatment, the solution is not to remove safeguards for journalists as he suggests but to increase the protection for the ordinary citizen.

The need to give journalists special protection arose because the Bill provides a wholly new power for police to obtain warrants to search for evidence in premises of individuals not suspected of any offence - a power as invasive of the privacy of the ordinary citizen as that of the journalist.

It was forcibly argued during the passage of the first Police and Criminal Evidence Bill that such a power would disrupt journalists' work, hinder their ability to obtain information in confidence and destroy co-operation with the police.

Hence the proposal that journalistic material should receive special treatment: a solution now rejected by journalists and editors alike for the reasons given by Mr Rogers.

However, removing special safeguards for journalists leaves them subject to having confidential material seized. The solution, therefore, is not simply to reject special treatment, but to insist that the power to enter premises of innocent third parties should be strictly limited to obtaining evidence of the fruit of a genuinely grave offence (eg a corpse) and be

conditional on a warrant from a High Court judge, which would only be granted when the evidence could be obtained in no other way.

Yours faithfully,  
MARIE STANTON,  
Legal Officer,  
National Council for Civil Liberties,  
Legal Department,  
21 Tabard Street, SE1.  
June 1.

### Sixth-form studies

From the High Master of St Paul's School

Sir, Mr Mark Ryan on the new AS levels (May 24) is less than fair to Sir Keith Joseph's initiative.

Of course English and mathematics are "conventional" subjects; but not for science and arts A-level students under our present system. Surely we must be the only country in the world to allow such pupils to abandon the study of their own language and literature at 16, or to give up mathematics and allied subjects at that tender age?

Likewise we are unique in the low priority given to foreign languages in the sixth form.

With their provision for contrast, AS levels herald a positive remedy to such narrowing. And they are not "O levels writ large". But A levels on half the syllabus. Hence the warm welcome the proposals have received from the universities, who have a direct and legitimate interest in high standards in our secondary curriculum.

Yours faithfully,  
WARWICK HELE, High Master,  
St Paul's School,  
Lonsdale Road, SW13.  
May 29.

### Surrogate motherhood

From Mrs Jean Richardson  
Sir, Why is it assumed to be the right of every woman to have a child - by whatever means?

Is it also the right of every woman to be married? Or of everyone to live for at least 70 years? Or for people always to be happy, healthy and prosperous?

It might not reduce unrealistic expectations and lessen the sting of disappointment to view life itself as a gift and all its privileges as bonuses?

Yours faithfully,  
JEAN RICHARDSON,  
Benisons,  
38 Kings Road,  
Barnet,  
Hertfordshire.  
May 31.

### Conflicting creeds

From Mrs John Betts  
Sir, For the last four years I have listened to that "restless intellectual" (leader, May 26), Professor David Jenkins, as he has preached regularly in my parish church. As a committed Evangelical I have found his teaching has given me a more intelligent, more hopeful, more practical and more faithful awareness both of the work of God - Father, Son and Holy Spirit - in the world, and of the meaning of Christian commitment.

I have mixed feelings over his appointment to Durham - it will deprive me of a major source of Christian inspiration.

Yours faithfully,  
J. BETTS,  
77 Keptown Road,  
Leeds,  
West Yorkshire.  
May 29.

### Warm memories

From Mrs Alice Hemming  
Sir, You report (May 26) that "traditional puddings" are now out of favour in Britain. Were they not needed in the old days as internal central heating?

Now that most houses are no longer damp and chilly, we are free to enjoy the fluffy stuff.

Yours etc,  
ALICE HEMMING,  
35 Elsworth Road, NW3.  
May 26.







THE TIMES

## FINANCE AND INDUSTRY

Executive Editor Kenneth Fleet

## Reuters 196p strikes a transatlantic balance

The Reuters experiment of making a simultaneous share offering in London and New York is unlikely to be repeated in a hurry. In the end, the striking price of 196p for the B shares, which were quoted for the first time late yesterday afternoon at 214p, was held back by problems in New York, which may have cost the selling newspaper proprietors about £10m.

This is, to say the least, ironic. When the Reuters prospectus was launched three weeks ago, after more than a year of complex preparations, a reserve price of 180p a share was put on the name-your-price tender offer which was expected to sell 57 million shares in London.

Meanwhile 49.8 million shares were to be sold in New York, with a further 7.2 million if required, at a price to be decided within the suggested range of 200-235p at the then prevailing exchange rate.

In the event, a good selling job by the broker Hoare, Govett and Cazenove produced London applications for 185 million of the Reuters B shares, at or above 196p so the bankers Warburg and Rothschilds would have had few problems establishing a striking price of between 205 and 215p. But the London and New York prices had to be the same.

The crash in London share prices since the prospectus clearly made Wall Street wary of an equity investment in a share dominated by London. This, added to the Americans' more blasé attitude to this type of high technology communications issue, and a last-minute movement in sterling, left the US sellers hard-pressed to sell their basic quota at 196p. Some 10.8 million shares were switched to the London offer, so that most applicants were allotted about a third of their subscriptions.

Given the extraordinary market circumstances that could have wrecked many months of careful preparation and calculation, the bankers and brokers can regard the whole operation as a reasonable success.

It is tempting to conclude that Reuters and its shareholders have paid the penalty of opposition by the big pension funds and some insurance companies to the restricted voting rights of the B shares on offer, thus forcing the promoters into a joint London and New York flotation on a possible 50-50 split. It is not quite as simple as that. Reuters itself wanted to make a splash in North America, where it is most anxious to boost its competitive position. But the pension fund boycott may have tipped the balance and almost certainly the proportions planned to be sold in the two centres.

Whatever the reason, few if any others are likely to follow this route. This is not merely a month, but an era of volatile financial and currency markets on both sides of the Atlantic. The time difference also poses problems.

In Throgmorton Street, the stock market had to be kept open after hours for dealings to be started at 3.45 pm, simultaneously with New York, leading to a rather sad anti-climax as the shares settled at 211p. To the last, administrative detail caused confusion, with dealers originally quoting two prices for new and existing "registered" shares.

**The Old Lady tips the wink**

A subtle shift has been taking place in the way the Bank of England supervises the banking system. While the Bank is as wedded as ever to its discretionary, flexible approach towards capital and liquidity ratios and the like, it has nevertheless been taking a more active role in encouraging banks to jump up

provisions and strengthen their capital bases to weather these uncertain times.

Like most changes in Threadneedle Street it is evolutionary rather than revolutionary and cannot be dated from one particular moment. But it is common ground that the developing-country debt crisis and impact of recession on banks' corporate customers have multiplied the risks in banking, and against this background the Bank of England has been nodding and winking rather more vigorously than before at its wards.

It was no coincidence, for instance, that the big four clearing banks all bumped up their general bad debt provisions by such sizeable and in some cases similar amounts to cover sovereign debt exposure when they unveiled their 1983 profits. This is not to suggest they were ordered to do so. That is not the way things work in Threadneedle Street. However, the Bank clearly encouraged them and was doubtless instrumental in assuring individual banks that if they provided generously they would not find themselves at a competitive disadvantage because other banks were not doing so.

Judging by the Bank's annual report, published yesterday, the Old Lady will be nudging the clearers to keep making generous provisions and strengthening their capital bases. "There may well continue to be a need for banks to set aside provisions and to increase financial resources from retained profits and the raising of new capital to serve as protection against international lending of uncertain value," the Bank says, adding that further improvement in capital ratios is "desirable".

However, it is evidently not as alarmist as some stockbrokers about the international exposure of British banks. On the Bank's sums, British-owned banks have lent about £21 billion, the equivalent of 75 per cent of their capital, to the eight big problem debtor countries and despite the blow to banks' capital bases from the tax changes affecting leasing and deferred tax, the Bank believes that those most affected "are able to sustain their capital resources at adequate levels," taking account of last year's improvements in ratios.

**Guinness Mahon on piece rates**

If anyone doubted the cut-throat intensity of the competition among merchant banks' pension fund management services, he should have listened to the reaction to the news that one of their number - Guinness Mahon - plans to switch from charging a straight fee to payment by results. You could have heard a pin drop.

Guinness Mahon intends to agree with clients a standard fee and a performance yardstick. If it falls below average over three years, the standard fee will be halved. If Guinness Mahon takes that fund into the top 25 per cent, the fee is doubled.

This arrangement is common in the US but rare here. The City traditionally shies away from hard-sell tactics, preferring to charge a proportion of the value of the fund. This can vary from one-tenth of one per cent for a big fund, up to half of one per cent for a smaller fund. That in itself gives a degree of performance-linking, but the biggest discipline is the threat of having the business taken elsewhere.

The reason for the silence is obvious. If the Guinness Mahon tactic catches on, they will all have to follow suit. The customer in this game is by definition always right. That could make life very uncomfortable at a time when the outlook is hardly rosy.

## Stock market pushes higher as interest rate fears recede

By Christopher Dunn and Peter Wilson-Smith

The London stock market maintained its strong June rally yesterday, improving by nearly 20 points. The recovery from the end-of-May doldrums was partly fuelled by confident talk about interest rates from the Prime Minister and helped the massive Reuters' flotation get off to a flying start.

The upswing was paralleled across the world as stock markets in Japan, Germany and Australia, as well as the US, took off.

The gilt-edged market in London also shot ahead and buoyancy in Government securities' prices encouraged the authorities to resume the funding programme. The Government Broker announced four tranches of varying maturities, worth £600m. Dealings began on Wednesday.

Equities, as measured by the Financial Times-30 share index, improved throughout the day. The opening quotation, at 10 am, showed the market ahead by 10.9 points, or 1.3 per cent, at 835.4. By the close, shares had improved by a further eight points, making a gain on the day of 18.8 points to 843.3.

Well-traded stocks including Glaxo - up 30p to 825p - and ICI, which improved by 16p to 578p. Other stocks, like Hanson Trust, were also in strong demand and dealers noted a marked preference by investors for companies with high international exposure.

This move is in line with the overall performance yesterday of world stock markets. The London trading session absorbed a 78-point jump in Tokyo, a 13-point rise in Wall Street, a 12-point improvement in Australia, and an 11-point gain in Germany.

Most markets appear to have bounced back from potent psychological market levels - 1100 in Wall Street, 10,000 in

Tokyo, and 800 in London. London has now recovered nearly 50 points since its low of 797 at the end of May.

The gilt-edged market opened firmly, with both short- and long-dated maturities establishing early gains of ½ point and 1 ½ points respectively. Confidence was boosted by the downward movement in money market rates. These have sagged from recent peaks of over 10 per cent and are now slipping back to around 9½ per cent, or in line with current base rates.

The Bank of England's activities in the money markets also inspired confidence in gilts. Against a large shortage of £650m, the authorities provided assistance of just £520m, leaving

ing a shortage of over £100m in the market, one sign that base rates may not have to rise.

Attention in the gilt-edged market today will be focused on the money supply figures for banking May, to be published at 2.30. April's strongly expansionary PSBR, added to the virtual halt in the funding programme imposed by rising gilt yields, prompted many City analysts to forecast a substantial rise in EM3 for banking May of 2 per cent or more.

Late last week, however, market rumours surfaced to the effect that the actual rise would be more restrained, possibly of the order of 1½ per cent.

The feeling that money supply figures would show an improvement on market hopes has prompted the strong rally in gilts last Friday and yesterday.

The authorities took advantage yesterday of the gilt rally to announce £600m of taplets, the bulk of which - £400m - is in longer-dated securities around the turn of the century - the first time since July 1982 that the Bank has offered so many taplets at once.

Market report, page 14

## Official reserves drop

Britain's official reserves of gold and foreign currency showed an underlying fall of \$12.1 last month, suggesting that the Bank of England may have been intervening modestly to smooth sterling's path on the foreign exchange markets during May.

The actual fall in the

reserves was \$106m and at the end of the month the reserves stood at \$15,835m (£11,421m) compared with \$16,941m at the end of April. The reserves have roughly halved since reaching a peak in the early part of 1981. However, Britain's foreign debt has also roughly halved since May 1979, when it stood at \$22 billion.

## CBI urges cut in trade restrictions

By Derek Harris, Commercial Editor

Mr Geoffrey Howe, the Foreign Secretary, will be urged today to cut trade restrictions in order to create a more open international trading system to help resolve the debt crisis among lesser developed countries.

Sir James Clesington, president of the Confederation of British Industry, who will lead a delegation, meeting the Foreign Secretary, said that world leaders at this week's economic summit in London had a special responsibility to keep the world economy growing.

"We should like to see more convincing commitment to the principle of the open trading system than was demonstrated after Williamsburg," he said.

Further trade restrictions could endanger prospects of desirable rates of growth, he added.

Sir Geoffrey will be asked to press for acceleration of tariff cuts negotiated during the Tokyo round and to speed other outstanding issues still being negotiated within the General Agreement on Tariffs and Trade.

Sir James' commitment to open trading

## Granville buys into Welsh stockbroker

By Jeremy Warner

Granville & Co, the corporate finance group which runs an over-the-counter market in company shares and is probably better known by its old name of M. J. H. Nightingale, is buying 29.9 per cent of R. A. Coleman, a small North Wales-based stockbroking firm.

Granville thus becomes the first dealer licensed by the Department of Trade and Industry, or member of the recently recognised Nasdim (The National Association of Security Dealers and Investment Managers), to buy into a Stock Exchange membership.

R. A. Coleman is a four-partner Bangor based firm and only one of two Stock Exchanges firms operating in North Wales.

The undisclosed consideration consists largely of an injection of new capital to finance the opening of a London office.

Granville, which plans to take a controlling interest when Stock Exchange rules permit, believes that brokers with a strong client list in the provinces will survive expected City changes better than their small London counterparts.

Mr Robin Hodgson, Granville's managing director, said the purchase had strategic implications in broadening the group's services.

Other over-the-counter market operators take differing views on whether this is the correct time to be buying into Stock Exchange membership.

Mr Tom Wilmot, managing director of Harward Securities, said he wanted to buy into a Stock Exchange firm as soon as possible since he saw opportunities in deep discount "no frills" broking.



Mr Hodgson: faith in provincial brokers

Mr John Woolgar, managing director of Hill Woolgar, said: "Why pay a premium for a Stock Exchange member then we may be able to apply for membership ourselves in a year's time?"

Mr Woolgar, whose company is raising £3m for expansion from City institutions and intends to apply for an Unlisted Securities Market quote in October, said he could not understand why companies were buying Stock Exchange membership when they had no idea of the rules of operation.

"We believe we will be able to recruit relevant staff to set up our own broking operation," he said.

Granville shares the view of most over-the-counter market operators that its market expertise will give significant scope for jobbing in a large number of stocks now dealt in only through the Stock Exchange.

## Euro-clear may widen its service

By Michael Prest

Euro-clear clearance system, the biggest company clearing bonds and other securities, may offer a similar service for internationally traded equities, its retiring chairman, Mr Ian Steers, said yesterday.

He added that turnover for the year to last November 30 had risen from \$510 billion to \$604 billion. It is expected to exceed \$725 billion this year.

The value of securities held by Euro-clear, which claims about 70 per cent of the market in clearing Eurobonds and other instruments, rose from \$92 billion to \$120.5 billion. That amount has already grown to \$144 billion.

Demand for a clearing system for internationally traded securities has arisen from leading market makers, some of which are among the 1,425 banks and securities houses that use Euro-clear. About 600 securities, with a nominal value of about \$300m, are lodged with the company. A new clearing system would initially be restricted to the 200 to 300 most widely traded equities.

The increased profitability of Euro-clear, helped by the automated system for lending and borrowing securities launched last June has allowed the company to refund all its clearance and delivery fees for 1983. Partial rebates on safekeeping fees will also be given.

Mr Steers, who is vice-chairman of Wood Gundy, London, is likely to be succeeded as chairman of Brussels-based Euro-clear by Dr Rolf-Ernst Breuer, 70, of Deutsche Bank on June 22.

Mr Steers will remain on the Euro-clear board. He said that plans for clearing Japanese and US government securities had been delayed by withholding tax problems.

## Wall Street up sharply

Wall Street stocks were pushing higher in New York and were at their best levels at midday yesterday, with the Dow Jones Industrial Average up about 13 points to 1,137.

The transportation average was ahead more than 8 points to nearly 487. Advances were nearly five-to-one over declines. Trading continued active but a little behind the early pace.

International Business Machines was 108½, up 1; General Electric 53½, up ½; General Motors 64½, up ½; Ford 38½, up ½; Exxon 40½, up ½; Merck 89½, up 1½; G. D. Searle 43, up 1½; AMP 100, up 1½; Riegel Textile was down ¾, to 28 after announcing its agreement to be acquired had been terminated.

Allegheny Corp was 79½, up ¾; Motorola 25½, up ½; Chase Manhattan 41½, up 1; Manufacturers Hanover 28½, up 1½; Honda Motor 50½, up 2½; Brush Wellman 60½, up 1½; and Teledyne 198½, down ¾.

## STOCK EXCHANGES

FT-SE 100 Index: 1078.0 up 22.2 (high 1078.0, low 1067.0)  
FT Index: 843.3 up 18.8  
FT Gilt: 79.34 up 0.65  
Bargains: 21.547  
Debtstream USM Leaders Index: 105.63 up 2.99  
New York: Dow Jones Industrial Average: (latest) 1137.39 up 13.04  
Tokyo: Nikkei Dow Jones Index: 10,131.66 up 78.69  
Hong Kong: Closed  
Amsterdam: 171.7 up 2.7  
Sydney: AD Index 681.6 up 16.4  
Frankfurt: Commerzbank Index 998.1 up 10.8  
Brussels: General Index 147.98 down 1.65  
Paris: CAC Index 172.2 unchanged  
Zurich: SBA General Index 301.20 up 2.10

## CURRENCIES

## LONDON CLOSE

Sterling \$1.4010 unchanged  
Index 79.5 unchanged  
DM 3.7312 down 0.0413  
FFr 11.4876 down 0.1025  
Yen 321.75 down 1.25  
Dollar  
Index 129.5 down 0.5  
DM 2.6815 down 0.0235  
NEW YORK LATEST  
Sterling \$1.4005  
Dollar DM 2.6870  
INTERNATIONAL  
ECU 0.59402  
SDR 0.751002

## INTEREST RATES

Domestic rates:  
Bank base rates 9.9%  
Finance houses base rate 9%  
Discount market loans week fixed 8½-8  
3 month interbank 9% - 9½%  
Euro-currency rates:  
3 month dollar 1½ - 1½%  
3 month DM 5½ - 5½%  
3 month FF 13½ - 13½%  
US rates:  
Bank prime rate 12.50  
Fed funds 11  
Treasury long bond 98½% - 98½%  
ECGD Fixed Rate Sterling Export Finance Scheme IV Average reference rate for interest period April 4, 1984 to May 1, 1984 inclusive: 9.94 per cent.

## GOLD

London fixed (per ounce):  
am \$394.50 pm \$391  
close \$392.50-\$393 (\$280-\$280.50)  
New York (latest): \$390.50  
Kruggerand (per coin): \$404-\$405.50 (\$288-\$289)  
Sovereigns (new): \$92-\$93 (\$65.50-\$66.25)  
\*Excludes VAT

## NEWS IN BRIEF

## Initial to advance results

Initial, the laundry and cleaning company, is to bring forward the announcement of results for the year to March, for an up-to-date valuation following British Electric Traction's unsolicited takeover bid.

BET owns more than 40 per cent of Initial and last week offered £167.5m for the remaining 59.5 per cent.

THE international trading group Tozer Kemsley & Mill bourn, has reported a pretax profit of £6.56m for the year to December, 1983, turning round the £6.34m loss in 1982. Turnover dropped from £993m to £607m. For the second year in succession no dividend will be paid. *Tempos, page 14*

THE industrial holdings group, Combined Technologies Corporation, has reported a pretax loss of £6.1m for the year to March 31 against a £5m loss last time. Turnover increased from £203m to £215.3m. No dividend will be paid. Its 63 per cent owned subsidiary, Mincom, the data retrieval systems company, has produced for the 23 set of trading results for the months to March 31. Turnover was \$24,000 and the company was a preinterest deficit of \$15.3m. *Tempos, page 14*

BOVIS NATIONAL is to build a 90-mile road linking the Congolese capital of Brazzaville and the town of Kindamba, under an Export Credits Guarantee Department-backed loan of £25.7m.

## DEBENTURE PLACING:

Seymore, Pierce and Company has completed the placing of £4m Portsmouth water company and £1m York Waterworks Co 13 per cent redeemable debenture stocks 1994, at £100 per cent £10 paid. Dealings will begin tomorrow.

MURRAY TRUST: The following changes of name are proposed to reflect the investment policy of each trust: Murray Caledonian Investment Trust to be renamed Murray Income Trust; Murray Glendevon Investment Trust to be renamed Murray Ventures; Murray Northern Investment Trust to be renamed Murray Smaller Markets Trust; Murray Western Investment Trust to be renamed Murray International Trust.

STEWART WRIGHTSON HOLDINGS: Mr David Rowland, the chairman, told the annual meeting that the group's concentration on insurance activities is a policy to which the board is firmly committed. But he said: "It must be obvious by now that no one has the

Anglo-American Corporation, the South African mining and industrial group controlled by the Oppenheimer family, made a record attributable profit of rand 554m (£313m) for the year to the end of March, an increase of 9.3 per cent over the previous 12 months.

Better results from the group's gold and coal mines, aided by the weakness of the rand against the dollar in which exports are denominated, were largely responsible. The final dividend had been increased by 10 cents to 85 cents.

The strongly improved performance of Anglo's associated companies - such as De Beers,

## Anglo-American up 9%

By Our City Staff

Anglo-American Corporation, the South African mining and industrial group controlled by the Oppenheimer family, made a record attributable profit of rand 554m (£313m) for the year to the end of March, an increase of 9.3 per cent over the previous 12 months.

Better results from the group's gold and coal mines, aided by the weakness of the rand against the dollar in which exports are denominated, were largely responsible. The final dividend had been increased by 10 cents to 85 cents.

The strongly improved performance of Anglo's associated companies - such as De Beers,

## New poll to find top UK analysts

By William Kay, City Editor

Chase Manhattan Bank is planning to follow its troubled American rival, Continental Illinois, by launching a poll to find the best analysts among the stockbroking fraternity.

For the past 10 years, brokers' research departments have held their breath each September as Continental Illinois brought out its yearly rankings, based on a survey of institutional fund managers. These are the brokers' prime audience, and consistent winners have found themselves being offered huge pay rises to cross the street to a competitor.

Chase has a different idea. In conjunction with the Association of Corporate Treasurers, it intends to poll finance directors of the companies in *The Times* 1000 list, all of which have annual turnover of more than £50m.

Some, like Mars, are not quoted on the London stock market, so do not receive much attention from the brokers and may be puzzled by the questionnaire. Otherwise, it promises to be an intriguing snapshot of the victims' views of their critics.

Chase clearly wants a slice of the goodwill that Continental Illinois has garnered over the years. In return for the use of the association's mailing list, it is paying for the survey. The results will appear in the September issue of *The Treasurer*, the association's magazine.

If enough finance directors spare the time to participate, it will naturally become an annual exercise. It will be closely scanned to see how it differs from the Continental Illinois version, which has lost status in recent years as some fund managers are believed to have taken it less seriously.

## Market difficult despite short-term sales boom

## Mixed outlook for Europe's truckmakers

By David Young

The economic recovery in western Europe is leading to a surge in orders for commercial vehicles, following a trend that first became visible in Britain and West Germany late last year.

A survey by DRI Europe shows that the market for medium and heavy trucks, which was supported last year by British and West German fleet operators, now shows signs of a general short-term revival.

However, in the longer term, DRI has found from industry sources that the market for heavy trucks will remain below the level seen in 1980.

The report also says that non-European export markets will remain difficult resulting in continuing pressure on the European industry to bring production capacity more into line with market conditions.

## EUROPEAN TRUCK MARKET

	1984	1985	1990
Germany	139.6	151.6	184.0
France	41.8	44.2	51.9
UK	58.2	63.0	67.0
Italy	41.0	42.9	47.1
Spain	21.9	22.3	25.3
Sweden	49.5	52.1	60.3
Netherlands	12.3	12.9	14.9
Total	364.3	389.1	450.5

heavy trucks this year, but even so this rise would leave the UK market almost one-third below its 1979 level.

"By way of contrast, the light commercial sector, where new registrations jumped by almost 16 per cent last year, is expected to see little further movement in the short term as the consumer boom runs out of steam.

"On the production side, the prospect for continued recovery in the UK truck market, and a bottoming out in non-European

## EUROPEAN TRUCK MARKET

	1984	1985	1990
Germany	61.7	65.3	75.6
France	36.6	40.6	45.1
UK	55.4	61.1	61.1
Italy	25.8	27.6	28.7
Spain	17.2	19.0	22.0
Sweden	6.2	6.7	7.0
Netherlands	10.1	10.8	12.1
Belgium	7.7	8.2	9.4
Total	223.6	239.4	281.0

experts, is clouded by the need to stem import penetration.

"About 50 per cent of heavy trucks registered in the UK are now sourced from abroad, compared to only one third in 1981."

The start of a sales upturn in heavy and medium-duty trucks which first emerged late last year has continued this year, with most growth in the US market, according to Volvo. Demand is up in western Europe including Britain, but markets in Latin America and

the Middle East are still weak.

With the price war among manufacturers still raging, profits on truck sales are low, Volvo says. Orders for Volvo buses increased during the first quarter, but deliveries were below last year's levels.

Volvo recently spent £340,000 upgrading and increasing capacity at its Irvine plant to give a truck and bus production capability in Britain of around 2,000 units a year.

The survey reports that the West German industry's prospects of taking advantage of the world market recovery have been threatened by the present strike for a 35-hour week.

"The recent spreading of the strike poses a threat to both component supply and truck assembly as a time when producers have been expecting to take advantage of widening recovery in European truck markets, to help keep up output levels after last year's export slump," it says.

**A HIGH GUARANTEED MONTHLY INCOME**

**9.50% p.a.**

net of tax at 30%  
(equivalent to 13.55% p.a. gross.)

Building Society interest rates have fallen again recently, so it is becoming increasingly difficult to achieve a realistic income from one's investments. That is why we are so pleased to be able to offer an outstanding plan with a high guaranteed net monthly income, whatever your tax rate. For example, a £10,000 investment would provide a guaranteed monthly income, net of tax at 30%, of £75.50. You can invest from as little as £4,000 in this plan, which is issued by a major U.K. insurance company. To take advantage of this exceptional opportunity while these guaranteed rates are still available, please complete and return the coupon right away.

**FRASER CLARK LTD.**  
71 Verulam Road, St Albans, Herts, AL3 4DJ  
Telephone: St Albans (0773) 66401 (24 hrs. answering service)  
Please send me full details of your guaranteed monthly income plan, by return, and without obligation.

NAME \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
Tel. \_\_\_\_\_  
Approx. amount available for investment \_\_\_\_\_

A MEMBER OF THE PRATER CLARK LTD. GROUP OF COMPANIES.  
Members of The National Association of Security Dealers and Investment Managers.







## APPOINTMENTS

# Eagle Star names director

**Eagle Star.** Mr George Blunden has been appointed a director of Eagle Star Holdings and Eagle Star Insurance Company. Mr Blunden is a non-executive director of the Bank of England.

**Grindlays Holdings:** Mr Blunden has also been appointed a director.

**Liberty Retail:** Mr Timothy T. Mossley has joined the board, with responsibility for British branch operations.

**Lloyds and Scottish:** Mr Stephen Maran has been appointed managing director. Mr Alan Glass, previously director, personal finance division, succeeds him as finance director. He is succeeded as director, personal finance division, by Mr Roger Bardell, who joins the company from Lloyds Bank. Mr John Little has resigned from his position as group director, operations, and as a director of Lloyds and Scottish.

**London and Scottish Finance Corporation:** Mr Robin Stermonth-Darling has been appointed a non-executive director.

The Cologne Re of London: Mr Peter J. Downey, formerly of the Mercantile & General Reinsurance Cp, has been appointed general manager.

**Credit Factoring International:** Mr Michael Mabery has become managing director of the company - the wholly owned factoring subsidiary of the National Westminster Bank Group. He succeeds Mr Roger A. Piferer who becomes chief executive of the initiative in the field of export finance, to be launched shortly under the auspices of the British Export Finance Advisory Council. Mr Minceat Samuels has joined the boards of Credit Factoring International, Credit Factoring, and CF Financial Services.

**National Westminster Bank:**  
Mr Malcolm Veale has been appointed business development manager of Hongkong branch, succeeding Mr Martin Brown who is to return to Britain on completion of his tour of duty.

**Oberon International:** The following have been appointed to the British board: Mr Nicholas Sammel as chairman, Mr Allen Groh, marketing director, Mr John Lewis, technical director, and Mr Paul Seddon, non-executive director.

## William Kay reports on the aftermath of the marriage that never was

## Hambro and Charterhouse pick up the pieces at the end of the affair



**Outlook changed, momentum lost: Mark Weinberg, left, and Jacob Rothschild**

To judge by the share price reaction, Mr Mark Weinberg, and Mr Jacob Rothschild made the right decision when they announced last Friday that they were not after all going ahead with their ambitious plan to merge the two businesses they run, Hambro Life Assurance and Charterhouse J. Rothschild.

To some extent, the shares of both companies were swept up in the freakish end-of-account rally that day. The end of a week or more's uncertainty helped, too: even bad news seems better when it is out of the way.

But in a wider sense, the stock market's response supported the claim that the deal was really scuppered by the displeasure of the two men's extensive City fan clubs. Neither group of supporters, we were told, wanted their favourite shares diluted with the others.

This merger and its failure, however, stretched far beyond such parochial services conglomerate which would range wider and deeper than any rival, while retaining the flexibility to move into any new areas that presented likely targets.

There were strong suggestions that even this £1bn get-together would not have been the final move in the game. It is said that Mr Rothschild's plan, having formed Charterhouse J. Rothschild as a merchant banking and investment group only last December, would have used the merger with Hambro Life to mount an even more ambitious coup, possibly involving another bank.

The erstwhile partners play down such a scheme. Mr Rothschild dismisses reports of

an eventual bid for Hambros Bank as "just talk". If true, it is now an embarrassing relic of a strategy which is no more.

That is the true significance of last week's announcement for Mr Rothschild. After a very public and personal split with his cousin Evelyn at N. M. Rothschild, Jacob has spent the past four years gathering his forces for what would have been a dazzling series of deals catapulting him into the front rank of the City. There must have been some quiet smiles at NMR these past few days.

For public consumption, Jacob says: "I want to reduce

my reputation as a dealmaker and increase my reputation as a manager of a coordinated group. I do not think we will be making any dramatic moves in the near future. I think we will be rather inward-looking."

For the moment, he has no alternative. No one will sit round a negotiating table with him until this latest scar has begun to heal. And scar it is: momentum has been lost, and questions have been raised about the future of Charterhouse. J. Rothschild and the forces within it which made a merger impossible.

The official gloss is that CJR will hold on to its 24.9 per cent

stake in Hambro Life, the two groups will retain their separate identity and share quotes, and will still be able to develop the joint financial products and services they would have developed as one entity. The best of all worlds, no less.

But I have rarely seen Mr Weinberg look quite so drawn as he appeared last week. I am satisfied that there was no dissension within his own board. They were as one in their conviction that the merger would not work. Nevertheless, the outlook has changed for Mr Weinberg almost as irrevocably as it has for Mr Rothschild.

Mr Weinberg has always thought of himself as an interventionist manager, even nowadays rewriting sales literature. Yet he says of CIR: "Interventionist management is important with manufacturing industry. CIR is a series of separate companies with figures and cash flow coming out of the other end. That does not require an enormous amount of interventionism. There were not quite the managerial challenges there appeared, on thinking it through."

That peaks volumes for the way CJR's barons moved to protect their fiefdoms during the merger talks. So, instead of presiding over the fusion of the combined group as executive chairman, Mr. Weinberg must follow his sights to the task of fine-tuning Hambro Life. Even there, his role is to be muted. The present chairman, Mr. John Clay, is due to retire and Mr. Weinberg will probably succeed him, in the process reining back to a "semi-interventionist"

It was inevitable that some pairs would step off the City dance floor and decide to take matters no further. Some have not even got that far. Others, doubtless, will marry in haste and repent at leisure.

between Hambro Life and Charterhouse J. Rothschild will have led to second thoughts in some stockbroker-belt gardens this weekend, the City revolution has spun too far and too fast for it to stop for some time yet. Another major deal is expected today, and we can be sure it will be signed amidst the undimmed optimism of all newly-weds.

## Copydex accepts Beecham bid

**By Jeremy Warner**

**Beecham Group yesterday made an agreed £6.1m bid for Copydex, the adhesives and do-it-yourself products company.**

The 200p-a-share cash offer is guaranteed of success since it has the backing of some big Cypdex shareholders, together accounting for over 60 per cent of the company's equity.

Beecham, the big pharmaceuticals and consumer products group, is to make available a share alternative offer which

**Copydex shareholders can elect to receive for all or part of their shareholdings. This offer will be worth one Beecham share for every 315p of cash consideration. The share alternative bid will be available only for the first 24 days of the offer.**

Coydex shares leapt 38p yesterday to 193p on news of the takeover.

A new strategy and reorganization enabled Copydex to report a big recovery in profits

for last year. A continued improvement in performance was predicted for this year with demand for the company's products continuing to increase and a broadening of the product range.

Beecham has been expanding its range of branded consumer products in recent years through acquisitions. In March it acquired for £57.8m Roberts Consolidated Industries in the US.

## Scottish firm reorganizes

**By Andrew Cornelius**

Murray Johnstone, the Glasgow investment management company, which manages five leading investment trusts, yesterday confirmed it is tidying up its holdings with simultaneous announcements of name changes for the trusts to reflect more fully their differing investment strategies.

After the changes, the Murray Glendevon Investment Trust has been renamed Murray

ventures and will specialize in tracking management buyouts.

Murray Caledonian Investment Trust has been renamed Murray Income Trust, Murray Clydesdale Investment Trust has been renamed Murray Growth, Murray Northern Investment Trust becomes Murray Smaller Markets Trust, and Murray Western Investment Trust becomes Murray International Trust.

[illegible]



## STOCK EXCHANGE PRICES

## Strong start to account

ACCOUNT DAYS: Dealings Began, June 4. Dealings End, June 15. Contango Day, June 18. Settlement Day, June 25.  
Forward bargains are permitted on two previous days.THE TIMES 1000  
1983/84The World's Top Companies  
Full statistical details and addresses: UK,  
Europe, USA, Japan, Hong Kong, Australia,  
Canada, Singapore, etc.  
From bookshops at £17.50 or £19.00 (inc.  
postage & packing) from  
Times Books Ltd., 16 Golden Square,  
London, W1.

FT STOCK INDICES	
GOVERNMENT SECURITIES	79.34 (78.69)
FIXED INTEREST	83.06 (82.70)
INDUSTRIAL ORDINARY	843.3 (824.5)
GOLD MINES	711.5 (698.1)
ORDINARY DIVIDEND YIELD	4.58% (4.78%)
EARNINGS YIELD	10.89% (11.10%)
P/E RATIO (NET)	11.95 (10.52)
P/E RATIO (BIL)	10.52 (10.35)

High 1983/84, Low 1983/84

## BRITISH FUNDS

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## MEDIANES

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## COMMONWEALTH AND FOREIGN

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## LOCAL AUTHORITIES

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## DOLLAR STOCKS

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## BANKS AND DISCOUNTS

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## BREWERS AND DISTILLERS

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## COMMERCIAL AND INDUSTRIAL

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield	P/E
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%
100%	100%	100%	100%	100%	100%	100%	100%

## 1983/84 High Low Company Price Ch'ge Yield P/E

1983/84	High	Low	Company	Price	Ch'ge	Yield
---------	------	-----	---------	-------	-------	-------



A SPECIAL REPORT

# Software

Computer owners used to buy the machines first and then choose the software. This has now reversed and hardware takes second place

It is said that the invention of the Visicalc program was responsible for more sales of the Apple II microcomputer than anything else. Visicalc was the first financial spreadsheet for micros and outstandingly successful.

Since its inception it has been widely imitated and improved on as customers have realized that what a micro can do in practical business terms is far more important than technical discussions on the merits of one processor or another.

The invention of a program that could do powerful "what-if" analyses allowing instant appraisals of what would happen throughout a company if one particular set of costs were to change at the traditional "press of a button" started to move the micro into many businesses.

Indeed the best selling software package in the world is Lotus 1-2-3, a somewhat more sophisticated version of the financial spreadsheet.

## Immense teams

It would seem obvious with the tremendous growth of software companies, both in numbers and size, that software is a vital component in any attempt at computerization.

At the large end of the market - where mainframe computers and minis are used - software is a massive industry with large companies keeping immense teams of people fully employed to develop and maintain software purely for their particular industry.

For those organizations with few in-house staff hundreds of software companies are gainfully employed providing custom-made packages or adapting software for a particular client's need.

Yet in the fastest expanding area - that of the business micro - purchasers are still often led to a decision based purely on the supposed merits of the hardware - convinced to some extent no doubt by the smooth talking salesman that so many computer manufacturers and dealers seem to employ. Many customers for the micro still seem to be ignorant of the industry's rough maxim that

only 50 per cent of any budget should be spent on hardware.

Two factors have helped ease the problem. The launch of the IBM Personal Computer imposed a sort of *de facto* standard on software producers. The entry of such a giant into the microcomputer market caused software producers eagerly to produce a vast range of software for such a computer, aided by the fact that many hardware manufacturers started to produce machines that were IBM-compatible and hence able to run its software.

The inability of one micro to run the programs written for another made by a different manufacturer often caused customers who bought their machine on the technical merits of the hardware to realize only later that they were locked into the range of software available for that particular micro.

Advertisements offering just the sort of software required would become infuriating when it was realized it was not available for that particular brand of micro.

Any business micro that does not offer IBM compatibility usually has to come from a very large, well-established company with some sort of guarantee that a wide range of software will be available for it. One alternative is the increasing practice of including basic business software with the sale of the machine - known as bundling - as more and more purchasers expect to be able actually to do something with a micro as soon as they get it home from the shop.

## A free micro

Equally any complaints about why the new purchase is not performing as it should can be addressed to one source instead of - as is sometimes the case - the software and hardware manufacturer each claiming that the other's product is at fault.

It is an encouraging trend, recognizing that software is at least as important as the hardware. One manufacturer even went so far as to offer a free micro if you purchased £1,000 of software, although a

close examination of the respective prices showed this to be little more than a marketing gimmick.

The trend is spreading downmarket, with Sinclair's new £400 Quantum Leap micro coming complete with four application packages.

The growth in the demand for business microcomputers, and hence the software to go with them, could also provide a new opportunity for British software developers. Although the quality of British programs is generally highly regarded throughout the world it has made few inroads into certain markets, such as the United States, with software designed for mainframes and minicomputers.

However, many of the Middle East countries have been quick to use British expertise in the field. It is, then, perhaps in the microcomputer field that British software can take a lead.

Matthew May



## The customers are always right - or are they?

With business microcomputers being commonly available from high street outlets it is tempting to regard them as goods akin to washing machines or stereo systems - you take them away, plug them in, and use them.

The way in which much software is promoted can reinforce this illusion. Many programs are described by their makers as "user-friendly", a comforting term but one that supports a variety of interpretations.

The penalty for making a mistake can be severe. Unless you run a laundrette, a malfunctioning washing machine is unlikely to bring your business to its knees; but a microcomputer with software that does not do what is required of it can cause serious problems.

In theory, microcomputer dealers exist to see that this does not happen. If it does, they should be in a position to help their stricken customer out. But the customer first needs to

identify such a dealer - despite the proliferation of micro outlets this may be easier said than done.

Unfortunately, computer dealers have no equivalent of the Kite mark to attach either to themselves or to the products they sell. There exists an organisation called the Computer Retailers' Association which promotes a code of practice, but the CRA is barely keeping pace with the industry it represents, and it is weakened by periodic attempts to set up rival groupings.

The growth in number and scope of micro outlets could eventually lead to a kind of regulation that an industry grouping might find impossible. Competition is becoming so fierce that micro-dealers - and for that matter their suppliers - are having to pay increasing attention to the level of service they can provide.

Hence when the first of the First Computer chain of stores opened in London a spokesman

said that the aim was to provide a business service which almost incidentally involved systems and software.

First Computer, the US Computerland chain, and a new operation called Entré, epitomizes the everything-under-one-roof that customers can increasingly expect. They have

Today the Software '84 exhibition opens at Earls Court, running until June 8. On other pages, we look at the latest developments in the industry

demonstration areas, training facilities, and usually engineering support in the same premises. This is not particularly innovative but the extra dimension is explained by Michael Kelly, setting up the Entré Computer Centre in this country: "If a customer buys a product in London and wants to install it in Newcastle the local

franchise holder should be able to support it at the same level".

Where software is concerned the dealer in this kind of set-up has two lines of back-up if his own resources are not adequate: to the franchise coordinator, and to the software supplier. Mr Kelly said that each franchise holder would do nine weeks of

described her job: "I'm looking at what is going to make the dealer's life easier". To make the customer's life easier, Digital Research is identifying its top dealers and giving them special attention so that their ability to support customers will be improved. The Salisbury software house,

can call on Tabs for telephone support and training, and the company has support people on the road to add the personal touch.

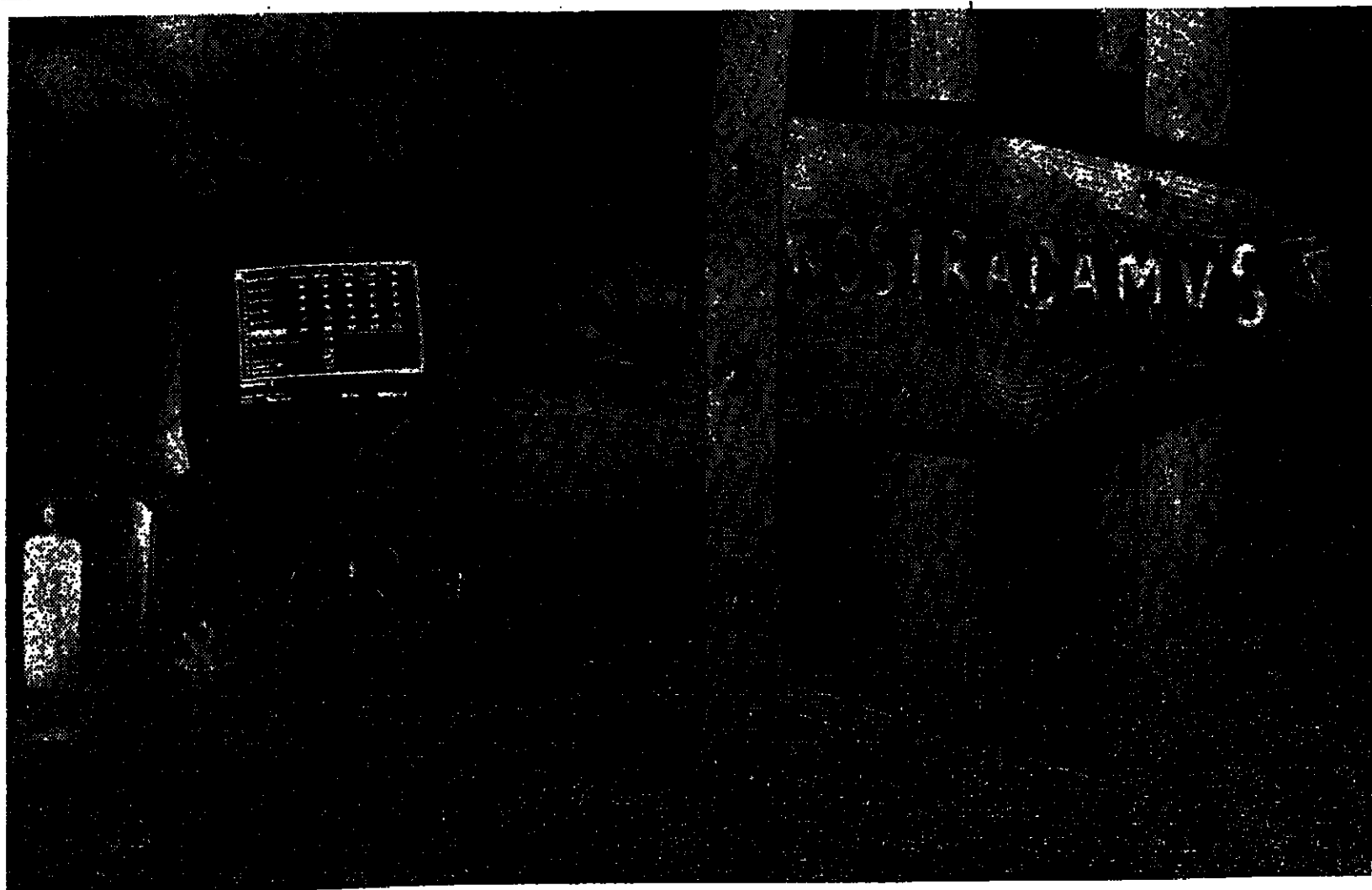
Dealers come in many shapes and sizes but they have in common their function as middle man. The relationship they have with their suppliers could be just as important to the customer as the one they have with him or her.

The element of competition between dealers is echoed further back along the line with competition between software suppliers. This may have the effect of making both parties desperate for every sale to the detriment of micro users, but eventually it should raise the level of service. More to the point, it should accomplish this for each specific software product. This may be where unambiguous user-friendliness will finally be found.

David Guest

- After the adventurism, the rewards: Page 18
- Everyone's friend, the video: Page 18
- IBM's role in the marketplace: Page 19
- Help for the harassed computer users: Page 20
- The battle to beat the program pirates: Page 21
- A whole new field of technology: Page 21

# Some people are right more often than others.



One of the greatest assets in business, is being able to tell what's going to happen next.

Take our old mate Nostradamus for example.

Made quite a name for himself did our lad, with all sorts of predictions most of which were pretty close to the mark.

But he was guessing.

How much better his chances with Multiplan from Microsoft.

Multiplan would have given him fast access to the kind of information needed to make important decisions.

And allowed him to explore the possibilities of that information.

Multiplan is the world's No. 1 spreadsheet.

With a capacity of 63 columns by 255 rows.

It's easy to use and presented in a simple jargon-free format rather than the cryptic codes that put so many people off our competition.

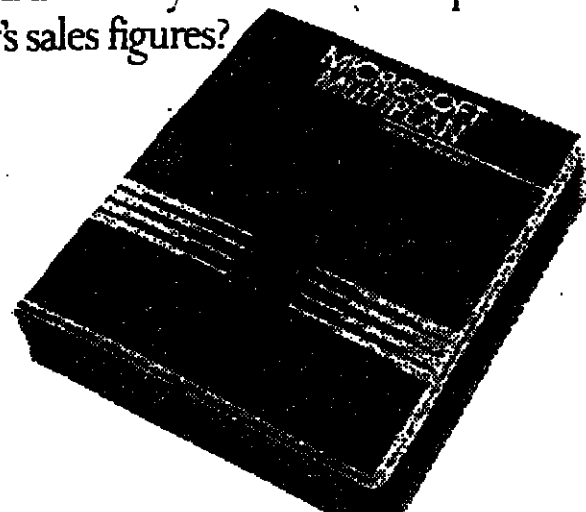
And, most importantly it can link information in different worksheets. And that's quite something.

The possibilities are endless.

The potential is up to you.

You may not be able to predict the rise of a new Hitler.

But could you use a little help with next year's sales figures?

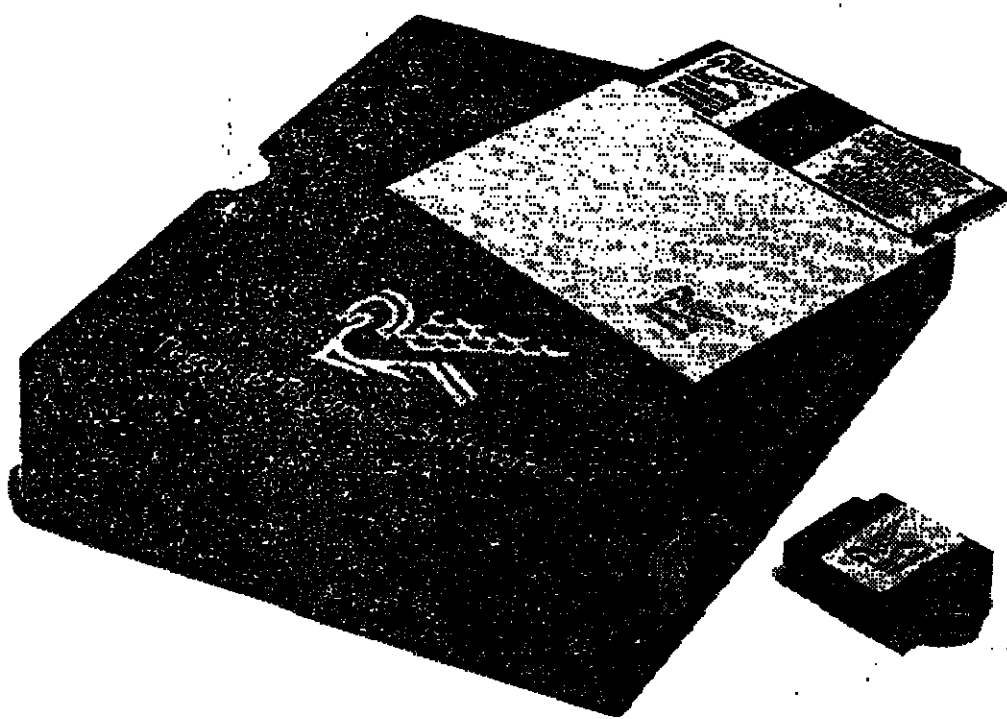


## MICROSOFT®

Right. First time.

For more information on Microsoft products call us on (0753) 559951 or write to Microsoft Ltd., FREEPOST, Windsor, Berks SL4 3BR.





## Pegasus Business Software.

For those who prefer building their business to fiddling with a microcomputer.

Pegasus Business accounting programmes have the power, simplicity, and ease of use to make short work of all your accounting problems. Ask any of the 10,000-odd organisations large and small that have harnessed over 25,000 Pegasus modules to their computers in the last two years alone. Suddenly, accounts need less time. So the business gets more.

And you'll soon see why. At your command Pegasus will record your sales. Issue your invoices. Update your stocks. Process your payroll.

It can list, file... perform, in fact, any one of the functions that today's complex business accounting demands.

All with perfect accuracy. And at a speed you won't believe until you see it.

Yet for all its pace, Pegasus puts you in control. It processes information only at the rate you want. Prompts you politely through every step in its impeccable accounting routines. And without

complicated codes... just simple, direct English.

With the versatile seven-module Pegasus system, you can start small, and grow. Begin with Sales Ledger, for example. Then build on it module by module to match your needs.

This is business software that brings a new speed and sensitivity to the classic accounting problems. See it in action at your Pegasus Approved Dealer now (there are more than 500 across the country). Simply clip the coupon to discover the nearest. And be prepared for a revolution.

CLIP THE COUPON & START COUNTING EAST



For Pegasus Software Ltd., FREEPOST, Brink House, Montagu Street, Kettering. Telephone: 0535 52262. Telex: 341297 BRUKAT G. I would like to see Pegasus Software in action. Please send me further information and tell me where I can see the system in operation.



Name  Title   
Company   
Address   
Tel.   
Type of business   
Our microcomputer is ☐ Sierra ☐ Victor ☐ Apple II ☐ IBM PC ☐ DEC Rainbow ☐ NCR DMV  
☐ Wang PC ☐ TI Professional ☐ Canon AS-100 ☐ IBM 5000 ☐ IBM 700 ☐ HP 100 ☐ Data-16  
☐ We don't own a computer No time to fill in the coupon? Just attach your business card. T14/B

Pegasus. The best accounting system in the business

## You'll find dBASE II in the best of companies.

### Kodak CHEMICAL BANK



PILKINGTON



If you've yet to be convinced about the scope and power of dBASE II, you might like to hear what some of our users say about the product. dBASE II has become a corporate programming standard for some of the world's leading commercial organisations.

"With dBASE II we can quickly set up a versatile database management system which can then be used by personnel with no computing experience."

P G HOWARD, KODAK LIMITED.

"The ability to produce or accept files from our IBM mainframe computer has proved extremely useful."

W A McCULLOUGH, CEMENTATION CONSTRUCTION LIMITED.

"I was both surprised and delighted to discover that I was able to learn how to use dBASE II from scratch, and then to go on to design and code a system, which was working productively on site, all within 70 working hours."

S PALMER, NABISCO BRANDS (UK) LIMITED.

"We particularly like dBASE II's ease of use, and flexibility in handling large volumes of data which enables the analysis and reporting requirements of many users to be easily met."

C S SWAFFER, FORMICA LIMITED.

"dBASE II provides us with the opportunity to respond quickly and accurately to the varied business problems posed by our many microcomputer users."

F SHIPMAN, PLESSEY MANAGEMENT SERVICES LIMITED.

"dBASE II offers the ability to construct powerful, menu-driven application systems quickly and professionally."

J BLOOMFIELD, POLAROID (UK) LIMITED.

"When handling large amounts of data dBASE II has been found to be far more flexible and easier to operate than any other system we know of. Complex management software is now written in a fraction of the time we used to take when using other high level languages."

J SCOTT, MARCONI COMMUNICATION SYSTEMS LIMITED.

dBASE II offers all you need. You can easily develop your own applications, buy from the hundreds of already developed application packages or even sell the programs you write. It provides easy end-user access to databases - all on the personal computers of your choice.

#### Research & Development

dBASE II makes the most of technological change and responds to the demands of its market. A UK based research team provides for local market requirements.

#### Training Aids

However experienced or inexperienced your users are, Ashton-Tate has training material to match. Introductory guides, user manuals, on-disk tutorials, on-line help facilities and now, the new Ashton-Tate training programme.

#### Support

And when it comes to support, big companies can expect big company service including Newsletters, User Group, Applications Register, Hot Line Response.

For the name of your nearest dBASE II dealer contact: Ashton-Tate (UK) Limited, Cofferidge Close, Stony Stratford MK11 1BY. Telephone: 0908 568866

ASHTON-TATE

dBASE II is a registered trademark of Ashton-Tate.

### SOFTWARE

Top rewards are available for the hard-headed, well-funded marketing expert

## The rags to riches days are passing by...

The software business has a rather romantic idea of itself. Its public image is built on cottage industry programmers, and 18-year-old entrepreneurs.

In fact, schoolboys who have made millions and companies who start in a garage with £10 capital are the exception rather than the rule. Programmers are notoriously bad at managing themselves.

Money-wise accountants and economists, not programmers, funded the long-established software houses such as CAP and Logica. The pattern is now beginning to repeat itself in the microcomputer market.

The adventurous free-for-all of the early eighties has matured into a business with rich pickings. Shrewd people who believe in marketing as much as software itself have engineered the real successes of the microcomputer industry.

Starting on a shoestring has become increasingly difficult because, however good the product, the world has to be told about it. Skilful marketing and investment, and a lot of money up front. There are a few rags to riches stories, but for every success, a dozen ideas fail to make it for lack of management or funding.

A chance remark by his father six years ago set programmer Tim Dobb off on the path to riches - or so he hoped. He was confident that his idea of computerizing tailor-made motor insurance quotes, was unusual.

So confident was he that in 1979 he threw up the job he'd had with ICL for 12 years, and installed a microcomputer in the living room of his Thames Valley cottage. The cottage represented his only capital. He had bought it as a gutted derelict shell for £2,000, in 1971, restored, rebuilt and extended it single-handed.

Tim Dobb sold 5 per cent of his company to a friend's father in return for a £50 weekly allowance. He spent about 14 hours a day coding in assembly level language.

"There weren't such things as weekends", he said. Sometimes I worked round the clock, and it was usually a seven day week."

Pressed for cash, he reluctantly

took in lodgers. His social life was limited to accompanying them to the local pub, but only occasionally, as he seldom had enough to buy his round.

By 1980 he had produced an insurance quotation system which took bill risk factors into account, at a time when its competitors used precalculated tables and coped with a small number of factors.

"What I encountered was disbelief from other insurance brokers. Not being a salesman, I didn't get through. I thought in those days that if you had a good product it sold itself."

"In 1980 it was too advanced and probably still is, for the hardware available." He realized from his contact with users that what they needed was a policy recording and accounting system. "If I'd known more about the market, I'd have started the other way around."

His £50 weekly allowance dried up in October 1980. He got an overdraft from the bank by handing over the deeds of the cottage, then buried his head, and struggled on, trying to finance the development from sales.

"That was another terrible mistake. If you've got a good product you need money. If I'd got venture capital, and hired two programmers, I'd have been a lot further ahead."

"I was too cautious. My attitude has changed. You don't get anywhere without taking risks. I really needed marketing advice."

He stumbled across such help by accident. In December 1983, marketing consultant Alan Hill popped in to see the system for half an hour one morning, and stayed until 6 pm.

Within six months, Mr Hill had organized Mr Dobb and restructured the company, obtaining about £30,000 private funding. A further £60,000 business loan is being negotiated. The firm, renamed from DHK (the initials of Mr Dobb and his original supporters) to Mitronix, rose from two to eleven staff, and last month opened offices in Pangbourne, Berkshire.

Mr Dobb now talks confidently of marketing budgets, head-hunting and image-building. He retains about 66 per cent of the shareholding, with Mr Hill holding a further 20 per cent, and his other cooperative supporters holding 5 per cent each. The bank holds no equity, and now that the business is moving, Mr Dobb is sure that the shareholders will see an increase in the value of their shares.

He isn't a millionaire yet, but he doesn't live on bread and soup any more. Mr Dobb's story is in stark

contrast to the well-planned and documented rise of Micro Focus. The company, winner of the Queen's Award to Industry and one of Britain's most successful microcomputer software companies, did not happen by accident.

It was planned, very carefully, by a team of people who assessed the emerging microcomputer market and decided that money could be made by supplying a portable microcomputer version of the industry's most popular business language, Cobol. They had the right ingredients, including technical excellence and something no one else could offer. The first product, CIS Cobol, was written to the rigorous worldwide standard set by the American National Standards Institute, ANSI, and was surrounded by a range of programming aids.

After a couple of years of development funded by the founders, the company decided it was time to expand, according to strategy. In 1978 ICFC supplied backing of £75,000, partly a loan, in return for 20 per cent equity, and the company had an overdraft from Barclays Bank. Micro Focus gathered momentum, and still funding its expansion from sales, kept growing. Its spectacular debut on the Unlisted Securities Market rewarded its

original investors with a remarkable jump from the striking price of £2.40 to a one-time high of £9.30 per share. ICFC has now sold its shares, for over £5m.

For the less ambitious, the Government supplies small business loans, and the National Computing Centre will fund worthy products under its Software Products scheme.

Shoestring success stories still happen. Among the finalists of the competition for small businesses run by the BBC Radio Four programme Enterprise is Personal Software Services. Set up in the front room by a pair of business-minded students who knew nothing about programming, the software house now has a turnover of nearly a million. "We knew nothing about computers, but we could see there was money to be made, so we hired people who did", explained the one founder, Gary Mays.

It's a long way from the inspired but commercially naive inspired programmer. There's still a lot of money to be made out of software, but if you want to be rich, leave programming to the enthusiasts and invest in marketing.

Claire Gooding

## Willing slave... untiring companion

A computer without software is about as exciting and useful as a television set after closedown if you don't have a video. Software is the means of animating the heap of components for which you have probably paid out an arm and a leg, and turning it into both a willing slave and an indefatigable

companion: a creature that will churn out your company's paylists at 3 am without complaint and treat your millionth failure to win at Pacman with the same equanimity as the first.

Finding the software to build a happy and enduring relationship, however, may be a different matter. Perhaps the closest comparison is that of choosing between a tailor-made suit and one off the peg. A few years ago there was no choice to be made because every computer system was especially written for its owner and, like the made-to-measure suit, designs were inevitably stretched here and there to flatter the client's contours. This became impractical for many reasons, the main one being cost.

"The development of any new programming application is a costly business - whether executed in-house or by a package supplier. An average 'per man' cost of a team - including senior management, project leaders and junior programming staff - is now

more than £2,500/man month at today's salaries, taking into account computer time and accommodation", commented John Mills, former managing director of Peterborough Software, a leading supplier of payroll and personnel software packages.

### All areas of the package market are likely to grow

Although tools such as application generators (programmes which write programmes) have done much to speed up development and reduce the manpower involved, a package is nearly always a cheaper and quicker solution where requirements are common to other users. Software houses and in-house developers realized early on that writing applications such as financial accounting, payroll and stock control was merely reinventing

the wheel, and the demand for low-priced software for micros consolidated this move towards off-the-peg programmes.

Before the micro era, most computers had proprietary operating systems, and transferring a suite of programmes from one to another was almost as expensive as redeveloping them from scratch. The revolution came with widespread adoption of CP/M from Digital Research as the standard operating system for eight-bit micros, which started the move towards making programmes independent of hardware. Digital Research now claims that there are 15,000 packages for CP/M-based machines worldwide, and that figure is likely to be equalled by those developed for IBM's 16-bit Personal Computer and its clones. In Britain, the numbers are already almost level, with 1,777 packages available for the CP/M family, and 1,753 for PC-DOS and Microsoft's MS-DOS.

Big growth is expected in all areas of the package market.

according to industry sources. MSA (Management Science America), the world's largest independent software supplier, predicts that the mainframe and minicomputer package market in the United States will increase by 39 per cent, to be worth some \$13.7 billion by 1987, while the personal sector will grow 48 per cent to reach \$2.2 billion. Western Europe is likely to see a similar boom, according to a report by the market research organization IDC, which suggests that the overall package market will grow from 1982's \$2,691m to \$15,175m by 1988.

What the reports cannot predict, however, is the proportion of money spent on mistakes. Like the ready-made suit, no package is likely to be a perfect fit, despite the growing number of suppliers offering built-in tailoring facilities. Many micro buyers are misled by first impressions, according to James Blackledge, marketing director of ACT (Pulsar).

"People tend to buy the packages that are the easiest for the dealer to demonstrate, and hence look the most impressive in the short term. We get a lot of feedback, however, that such packages often run out of steam once the user has got past the initial learning stage, and it's then that they start looking to the more complex, yet in the long term more rewarding packages, to solve their problems", he said.

Software suppliers are generally wary of "try before you buy" schemes, because of the risk of piracy, although some are prepared to offer subsets of their products, with limited capacity. For those buying mainframe or mini packages expenditure frequently runs into many thousands of pounds, so how can you minimize the risk involved?

### Clear definition of needs can save time and effort

Terry Forrester, managing director of Package Programs' financial management systems division, suggests an eight-point plan starting with definition of requirements, which he believes to be the most crucial step.

"If your needs and requirements are clearly defined at the outset, the functional specifications and necessary capabilities for a software package can be developed fairly easily. By doing this you can save a great deal of time and effort when it becomes time to evaluate specific products and suppliers", he explained.

Mr Forrester's strategy also involves forming a selection team comprising both users and data-processing specialists, who then draw up a checklist allocating points to system functions in order of priority. He advocates great emphasis on the support aspect - a view borne out by a recent United States survey showing that 52 per cent of major computer users maintained that support was the most important characteristic in evaluation.

Maggie McLening

## The hard facts on software

• Hogan are designers, developers and builders of the world's most advanced banking software.

• Our systems are proven in use by over 125 financial institutions worldwide.

• Hogan's modular, integrated systems give you unprecedented control to do business your way.

• Our unique 'umbrella' design dispenses with the need for major rewrite projects when upgrading your hardware or software.

• Hogan Systems give you more immediate access to strategic information.

### Our range of IBM-compatible products includes:

- Deposits and On-Line systems
- Loans and On-Line collections
- Customer relationships and profitability analysis systems
- A complete Management System for International Banking.

Take the faster route to profitable banking with Hogan Systems by contacting us at our new European Headquarters on Woking (04362) 27081.

The complete solution for a new age of competition.

**Hogan**  
SYSTEMS

Hogan Systems (UK) Limited, Hogan House, Church Street, Woking, Surrey, GU21 1DJ.



SOFTWARE

# Mainframe to micro: match of convenience

Using microcomputers to plumb the depths of mainframe systems is probably one of the greatest breakthroughs in "user liberation" the computer industry has had to face this decade.

Throughout the history of data processing, the emphasis has been on the capture, storing and orderly presentation of information, according to the edicts of the data processing department - the self-appointed custodian of the data. The more comprehensive the computer system, the wider the gap between users and their data became because they were unable to reach it, once it had disappeared into the "black hole" between collection and return of the printed results.

The introduction of on-line interactive systems took much of the frustration out of waiting by providing instant access to mainframe files, either in report form or on an ad hoc inquiry basis, and allowing people who knew about the data to input it, speeding up error correction.

There were, and still are, drawbacks to this type of processing.

First, the majority of terminals tapping into the mainframe had little intelligence of their own and had to use the mainframe's resources to run programs, draining power from the mainline production work. Secondly, special programs had to be written to extract data from different applications, and to perform any further work required on it.

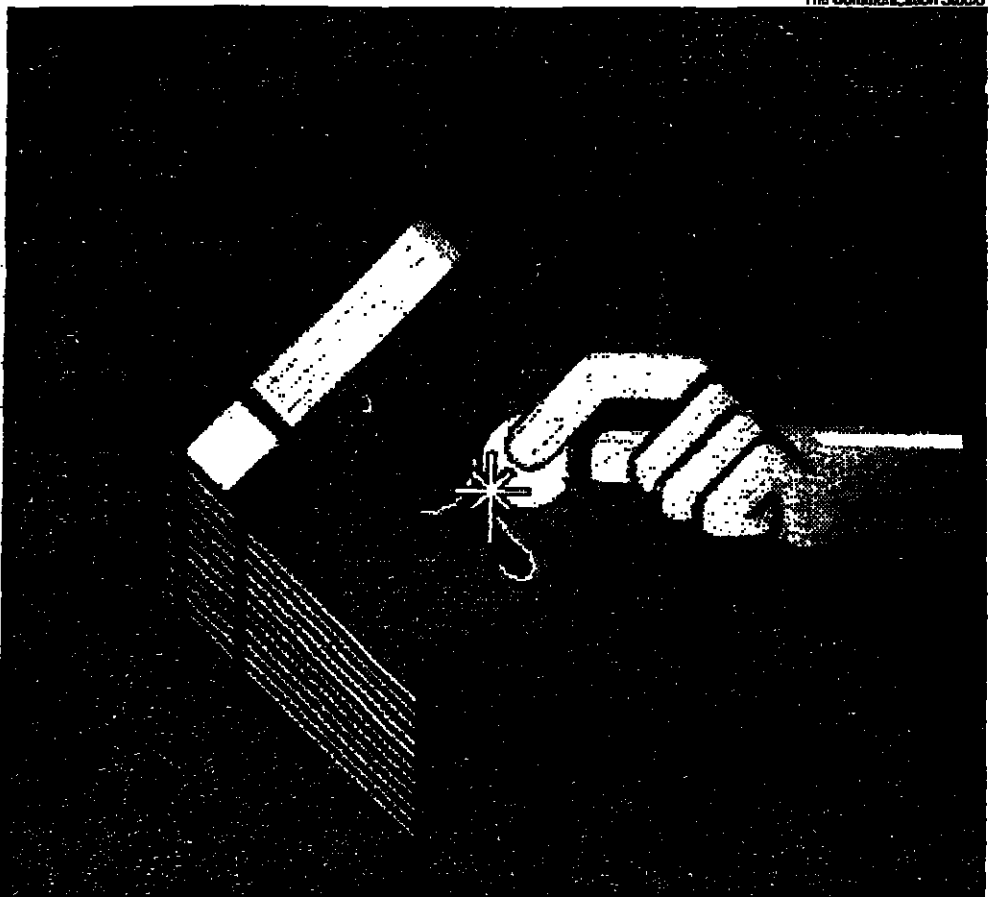
Micros enabled corporate users to take a sideswipe at the omnipotence of the DP department, by making complete systems cheap enough to be bought independently of the main DP budget.

The snag was that, although managers could then massage the budget figures with the spreadsheet of their choice, and turn the results into stunning coloured graphs and charts at the press of a key, the basic input data had to be typed into the micro spreadsheet by hand, after being read off a mainframe report.

The widely-publicised "marriage" of micro to mainframe marked a truce between the DP department and the go-it-alone user.

In return for minimizing pressure on mainframe resources and providing their own software, users gained the freedom to plunder central files for up-to-date information, and to draw it directly into the micro via a communications line.

Most of the packaged link-ups available contain the software to switch a micro between dual modes of operation. While gathering information from the mainframe, or passing it back, the micro emulates the behaviour and communication protocol of an ordinary "dumb" terminal linked into an on-line system. Once the data is successfully up or downloaded, the micro resumes its intelligent status and the ability to run programs independently.



## Milking the mainframes

Two of the first companies to adopt micro to mainframe links illustrate the diversity of applications, one of them supplying cartons and packaging equipment to dairies and supermarkets, and the other radar displays.

Elopak, which has a turnover of £135, from operations in Europe, the Middle East, Scandinavia, Russia and the UK, has set up a pilot project in its Dumfries and Stevenage offices. The company bought Executive Peachpak from MSA in September 1983 to link with MSA's General Ledger system, which is run on an IBM 4331 mainframe.

Director of finance operations, Chris Simpson, uses Executive Peachpak for budgeting, downloading actual per-

formance figures and revising them on an IBM PC before writing them back to the 4331 as an updated forecast.

Data is also channelled into the PeachText word processor to create ad hoc reports, and the system will eventually be used for joint discussion of accounts between the two UK offices, with both parties able to view and alter the same figures simultaneously, using the communications facilities.

"In addition to budget data, we also download an actual versus budget comparison from the general ledger into the Business Graphics program. Later we shall start using the system to control production information, covering hundreds of millions of cartons a year", said Howard Sach, DP manager at Elopak.

The first commercial micro-to-mainframe packages were announced by the US software giant, MSA (Management Science America) in 1982, and the company has since notched up sales to 350 IBM user sites. A specialist in accounting and human resource management, MSA joined forces with its subsidiary, Peachtree Software, to produce Executive Peachpak, to produce Executive Peachpak with the PeachLink connection program. PeachLink runs on an IBM PC but reaches across to select and extract data from any of MSA's on-line mainframe

applications, sending it back a screen at a time. Other programs in the Peachpak, such as the PeachCalc spreadsheet, Business Graphics or PeachText word processor, can then be used to manipulate the information.

Other mainframe software suppliers quickly followed MSA's example. Package Programs of Blackfriars, London, introduced IFPS/Link, for transferring models created by the Interactive Financial Planning System to IBM PCs, and Smart Link (from GE-Software

Plessey Displays, which is part of Plessey Radar and has an annual turnover of £100m adopted a less orthodox link-up in February. Plessey's connection is micro to supermainframe, as the company is using a DEC (Digital Equipment Corp) Professional micro hardwired to a DEC VAX 11/780 in Plessey's central computer centre, with file transfer package from DEC to handle communications.

The main financial accounting system on the VAX is the Corporate Financial System package, and Plessey has coordinating modelling systems from RTZ Computer Services on both machines: FPS-80 on the VAX, and its derivative ProFPS on the Professional.

M McL

International) which can feed data into a variety of standard micro packages, including Lotus 1-2-3, Multiplan and VisiCalc. Massachusetts-based McCormack and Dodge, which recently formed a British subsidiary with RTZ Computer Services, also produced an Interactive PC Link supplied complete with Lotus 1-2-3 and Pizza Hut in the US was one of the first users.

Bureaux, most of which had encouraged users to adopt personal computers, also leapt

on the bandwagon with micro-versions of its timesharing systems. Comshare, for example, produced the Micro-Wizard modelling subset of Wizard/System W, which acquired nearly 400 users in its first year of operation, and Hoskyns recently announced the catchily titled IT range of micro programs, two of which are LinkIT and PassIT for mainframe access.

Although financial applications are currently the most obvious offspring of the micro-mainframe union, there are many other types of system that could benefit when the concept becomes established. Computer Associates has released a PC package, CA-Executive, with links to the CA-Universe mainframe relational database, which managing director Clifford Smith believes will widen the scope of applications.

"The most important aspect is that users are able to analyse data in all sorts of ways. For example, marketing information may need breaking down into advertising, sales areas, retail outlets, or by product staff. Similarly, local government may need to examine population movement or census information. I don't look upon CA-Executive as a micro system, rather a mainframe tool gradually gaining acceptance - it is certainly not just a novelty", he said.

Maggie McLening

# IBM set to take some of its own sunshine

The independent software suppliers have traditionally done very well living off the IBM market. IBM has been mostly neutral towards the independents, although it has strengthened its act in many areas where the independents enjoyed success at its expense.

But there is now evidence to suggest that IBM is changing its attitude to the independent suppliers. On the one hand it has changed the way it distributes some of its own software so as to make it more difficult for some of the independents to link their products to IBM software. On the other it is working much closer with some of the independents and has even entered marketing agreements with several.

IBM's own plans in the software market are to extend the control it already has. Since IBM sets the environment in which the third parties operate it can quite easily dictate ways in which they can develop products to link to IBM's operating systems. And the constant round of operating systems changes and enhancements serves to keep many independent software suppliers on their toes. That is, it serves to keep those companies which compete with IBM on their toes. For the others, those whose offerings are complementary to IBM, rather than competitive, IBM can be a willing collaborator.

## The key is to organize and manipulate the decision-makers

The problem for the independents is to work out which areas of the market IBM views as strategic to its long-term objective of earning a much higher proportion of its revenues from software. It could be unfortunate for some to discover that IBM is keen on the market, too.

The key to the future in both mainframe and micro applications is "decisive support" - the latest buzz words to be adopted by the computer industry. Decision support is concerned with organizing and manipulating data - decision-makers to do their jobs more efficiently.

One of the main elements in a decision support system is the

relation database, and the associated tools to enable users to address that database. IBM has clearly taken its claim here with its products SQL and DB2. But it was not the first to arrive, and some would argue that its products are not necessarily the best. Nevertheless, some industry figures say the database market is not a healthy one to be in right now and that there must be a shake-out. The database suppliers themselves do not share this view. They are precedents which suggest that the future will not necessarily be rosy for all the independent database suppliers.

## Pulling in different directions to the independents

IBM's latest generation operating system - MVS/XA - is also central to plans to earn more revenue from its software business and to tighten its grip on the software market. MVS/XA is an evolutionary development from the previous systems. As far as most users are concerned its main points are that it removes many of the constraints of the older generation operating system, principally in terms of how much memory can be used and in how terminals and other peripheral devices can be attached. But it will also cost about three times as much to use than the system it replaced, according to independent sources.

A senior IBM executive was recently quoted as saying there would be two big revisions of MVS/XA each year until the end of the 1980s. That is one way that IBM will keep the independent suppliers on their toes. It will also keep users busy because failure to go with the latest release of MVS/XA could prove expensive in terms of future developments.

On the micro side, IBM appears to be pulling in several different directions in its relations with independent suppliers. It is certainly true that IBM would not have enjoyed the success it has with the PC had it not adopted the open approach it did with micro software. It is equally true that companies would not have been so willing to develop systems

Several recent announcements reflect the change taking place in the IBM micro world. First the decision by IBM to market Vector International's Everyman database system for the PC is a significant continuation of the policy IBM has used with other software products for the PC. But almost simultaneously it announced a whole range of micro products including word processing, file management, financial analysis, report writing and graphics. In the United States all the products are priced at \$150 or less.

The US micro software industry took this as a sign that IBM was about to enter the business forcefully. IBM's pricing is particularly aggressive and several specialist micro software houses followed suit soon after.

In the early days of the PC IBM welcomed anyone with a useful idea for the PC and it was considered suitable IBM might endorse it. This still applies in some areas of micro software.

## A move that sent shivers through the independent operators

But with eight Personal Computer Assistant programs launched in the US in early May, IBM plans to take a large slice of the everyday micro software business for itself.

That move sent shivers through the independent micro software business. Whereas previously they had viewed the IBM PC as a product suitable for their own business - IBM did not push PC software very hard at all - now IBM is a competitor. And that is a very worrying sign for many large companies, let alone the smaller micro software sellers.

The IBM software market is changing shape quite significantly, both at the main frame and at the micro level. The company has enough control to really upset the market if things do not go its way. It would be an unwise company which failed to notice the warning signs and act on them.

Kevan Pearson

## ATCONTINUUM, SUPPORT FOR INNOVATIVE INSURANCE PRODUCTS IS MORE THAN JUST GREAT SOFTWARE.

Since the rate of product innovation within the life insurance industry is accelerating, support for today's fastest selling new products is essential. So too is a demonstrated capability to respond to the next (and the next) new products with system support made possible through leading edge research and development.

Rapid market entry, the implementation of systems, and the administration of your new insurance products can occur quickly with predictable results and costs with CONTINUUM.

All the services your company needs to be successful with product innovation, including actuarial product development and implementation support, are available for a total business solution.

The CONTINUUM Company is an international organisation dedicated exclusively to providing applications software and services for the life, pensions and financial services marketplace. With an installed customer set of over 100 companies worldwide, we believe we are the largest vendor in the industry. In less than two years in the U.K. we have delivered a software product to meet the U.K. requirements, signed five U.K. clients, several of whom are already in live production, grown our U.K. support staff to over 50 to complement 400 in our Texas headquarters, and established an enviable record on customer satisfaction.

Having established this pre-eminent position in the marketplace, THE CONTINUUM Company has not chosen to rest on its laurels. We are now investing a significantly higher percentage of our annual revenue in new software than any comparable vendor. The first phase of this investment will be released in 1984, with additional elements in 1985 and 1986.

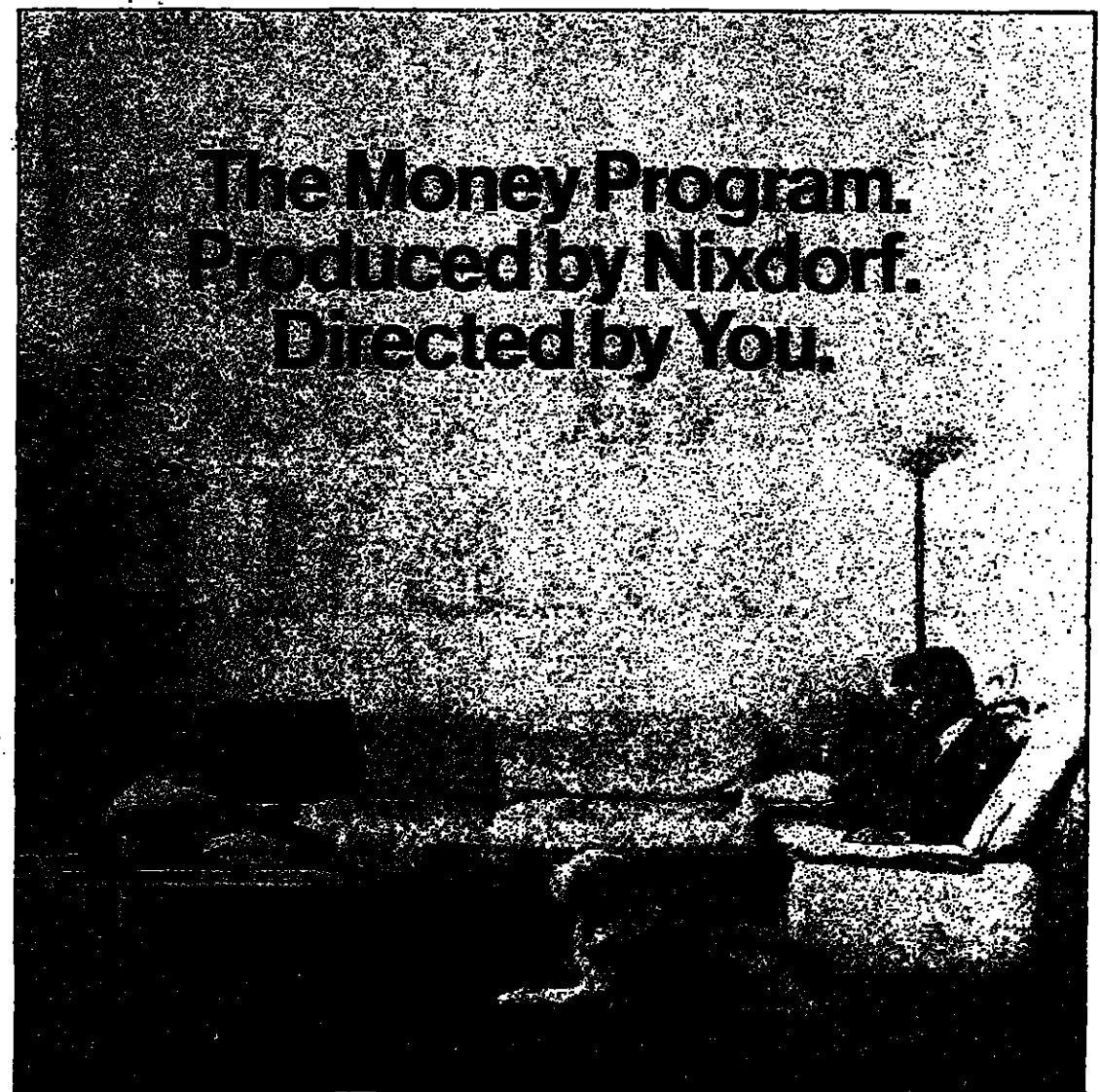
No insurance company or financial services organisation can afford to ignore the opportunity which the CONTINUUM products and services provide.

**theCONTINUUMcompany**

The Continuum Company, Inc.  
3429 Executive Center Drive  
Austin, Texas 78731-1676  
(512) 345-5700

The Continuum Company (U.K.) Ltd.  
77-83 High Street  
New Malden, Surrey, England KT3 4BT  
(01) 942-2110

The Continuum Company Limited  
2 Bloor Street West, Suite 2503  
Toronto, Ontario, Canada M4W 3E2  
(416) 964-0924



What Henry knew about computers, you could scribble on the back of a silicon chip. But he had the sense to invest in the COMET administration and accounting package from Nixdorf.

He only employed 10 people then. But Europe's leader in stand-alone business systems must know a thing or two, Henry reasoned.

Now Henry has 500 staff, in three countries. He always knew he'd be a success. And he's still got COMET.

"I just added modules when I was ready," says Henry. "Stock control, production control, cost accounting, order processing, invoicing, payroll - Nixdorf was always ready to take me another step forward."

Despite his phenomenal diversification and growth, Henry's never had to throw away his hardware and start again from scratch. Like more than 25,000 business users the world over, he has found the 8870 mini computer equal to his every requirement.

Expanding from one terminal to more than 20 was no problem. A Nixdorf instructor was always there to ensure management and operators were at home with new modules.

"I'd tried to save money by going for an off-the-shelf computer. I wouldn't be addressing you now," Henry recently told his shareholders. "COMET has demonstrated a remarkable grasp of my business."

The COMET system rapidly helped Henry perfect his cashflow, tighten credit control, streamline administration and plan ahead confidently. These days he also uses it for audit trails. Information by cost centre, even in-depth management reports including historical comparisons.

Henry has Nixdorf's comprehensive peripherals at his fingertips, too. Word processing? You should see Midred go. Graphics? Henry's bar charts always send a buzz round the AGM.

And all this, without specialist staff. "No need," beams Henry. "The system speaks my language. And my French and Swedish subsidiaries find that Nixdorf speaks their language just as well."

"I can get into my system easily, but I've got the data security I need. Unauthorised staff can't get hold of information, and I can't accidentally lose it. I've even got direct diagnostic help down the phone line through a Modem, and I can update my software in the same way."

If COMET could make the tea, Henry says, it would have everything. Nixdorf is working on the problem.

Nixdorf Computer Limited,  
125-135 Staines Road, Hounslow,  
Middlesex TW3 3JB  
01-570 1888

**NIXDORF**  
COMPUTER

In the UK and 33 other countries worldwide

Please send me further information:  
Name \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
Tel \_\_\_\_\_  
TW36



## If you are baffled, it may be the manual

Most users of software would like an experienced guru standing at the shoulder offering helpful advice when things go wrong. What they get instead is a manual.

Anyone who has struggled with an unfriendly computer knows the importance of good documentation. Faced with the lonely flashing cursor or the obscure prompt, most users turn to the manual with a sigh. Software manuals are rarely fun to read.

Software documentation tends to presume its users have followed all the instructions correctly. Unfortunately people need help most when they cannot understand what it is they have done wrong. Frustration sets in when whatever is happening on the screen seems to bear no relation to the text in the manual, and especially when the manual has no index.

Too often the baffled user reaches for the phone, asking for explanation and comfort. Such support, if available, comes expensive.

The vast improvement in documentation over the last couple of years comes from the supplier's realization that a well-documented product needs less costly support. In a business where the end product is an unexciting disc, the manual can also be used as a marketing aid, to make the software itself attractive. A further spin-off is that dealers are now more inclined to stock products which are likely to be trouble-free after the sale. Continually in the front line,

dealers take a dim view being pestered by users with simple requests about software, much as a car salesman would resent the customer who expects free driving lessons with the car.

Software documentation has been notoriously bad, or just plain boring, in the past. In the infancy of the microcomputer you were lucky to get any at all, and if you did it was probably impenetrable as it was generally written by the programmer, for the programmer. In the days of mainframe computing, it didn't matter so much if the documentation was a shabby printout, scribbled with updates and maintenance notes.

The packaged software industry demanded a more rigorous attitude to documentation. With the arrival of the high-volume competitive microsoftware trade, documentation not only had to be complete, accurate and lucid, but picturesque as well.

Increasingly the manuals and other marketing literature play a large part in selling the product. Hence the emergence of specialized documentation houses.

"The programmer is the worst possible person to produce documentation, because he or she is usually too close to the product," said Julie Baddeley, cofounder of one such firm, Baddeley Associates. Julie Baddeley and her colleagues work closely with the software developers, winking information out of the programmers and turning it into clear, concise prose, illustrated with line drawings. The team can take

about three months to complete a project.

Often documentation has to be produced at different levels for different users. "You have to be very aware of exactly who it is you are writing for," said Julie Baddeley.

Like the programs, the documentation often has to be structured for maximum efficiency, without repetition, and it has to be thoroughly tested. Sometimes the technical writers will feed back to the programmers ideas to improve the way that the software communicates with the user.

Although software documentation is almost an industry of its own, there is a scarcity of technical writers who understand software, and know how to explain it to people who don't. "The trouble is that technical writers are trained in brevity and clarity," commented Mike Snow of the Institute of Scientific and Technical Authors. "Software needs the personal touch: it has got to be user-oriented because you are dealing with so many different disciplines and backgrounds."

With salaries at about £7,500, and seldom more than £9,000 for most technical writers, it is hardly surprising that those with the common touch graduate to marketing as fast as possible.

Large companies, however, can afford to spend money on the writing, and on the all-important design and packaging that comes later, in preparation for the marketing type.

Such image-conscious firms



as Peachtree and Ashton-Tate are prepared to spend £20 per manual and more, producing something which gives the right impression of the company as well as guiding the user.

Ashton-Tate's Friday information management software won the 1984 Recognition of Information Technology (RITA) award for the Best User Training Manual. "Some people still send out the traditional spiral-bound photocopied rubbish," said sales manager Ricky Leah. "We consider it worth spending a lot of money so that

the user doesn't spend 20 per cent of the time searching through a badly designed manual."

Peachtree absorbs a lot of costs in-house to produce the hefty tomes for its accounting software. The firm employs five technical writers for its team of 20 or so programmers. Head of marketing Peter Dixon places a lot of emphasis on the pre-sales literature, and on packaging. "In accounting a lot of software is considered a capital investment, so it should look like value for money."

Inevitably, costs are passed on to the user. But the "paperware" merchants are striving to automate the process as much as possible. Computer typesetting is invariably used.

One typesetter specializing in computer manuals, First Page of Watford, has even developed an interface with Wordstar, the most popular word processing package, so that much of the typesetting is done straight from the computer file.

Claire Gooding

## The battle going on behind the TV commercials

The competitive nature of the microcomputer industry is evident to anyone who sees the advertising on Channel 4. As well as the hardware - the computers themselves - the software which makes those systems perform useful tasks is now enjoying heavy promotion. But beneath the glamorous, hi-tech advertising campaigns an even more bloodthirsty battle is being waged. This struggle, normally unnoticed by the majority of non-technical computer users, involves the operating systems which govern the computers' behaviour.

Whichever company succeeds in establishing its operating system as the undisputed market leader stands to reap huge rewards.

Whoever dominates the operating system market puts himself in a very strong position in a number of ways. Sales of copies of the system are just the start. The company also makes money from the associated programming languages and utilities which programmers will need if they are to produce applications software for the system, and, of course, the more popular the system the better will be the sales of applications developed in-house.

Where the really big money comes in, however, is in the sale of licences to computer manufacturers. Once an operating system has gathered a certain amount of support from users and independent programmers, it becomes a valuable selling feature for anyone who produces a computer capable of running the system. The natural thing to do is to supply it free with the hardware, paying the original developer a handsome royalty for every copy thus distributed.

Independent software houses are now much more likely to produce new applications programmes for the system because of the large, easily identified potential market. The expanding library of software available to users of the system encourages more computer buyers to take it up, and the cycle starts again.

The role of the operating system within the computer is often misunderstood. Broadly, it can be visualized as an electronic equivalent of the Civil Service, lurking beneath the applications software which tackles the user's problems. It administers the smooth running of the computer, register-

ing a key depression here, spinning a disc drive there. It is invariably a compromise between ease of use and compactness. Indeed, one of the advantages of the large memory size characteristic of the latest desktop personal computers is that it allows a large, easy to use operating system to coexist with a complex business programme and the data to be processed.

A good operating system is completely unobtrusive, so that the user is unaware of it except when deliberately delving into the electronic depths.

The main rivals in this lucrative business are two American software giants, Digital Research and Microsoft. Until recently, DR's supremacy was not subject to any serious challenge. Its well-known CP/M system had swept the field of business microcomputing. CP/M started out in the days when eight-bit micros were the state of the art and the "big three" in personal computing were Apple, Tandy and Commodore. Each of these had a proprietary operating system, and the smaller companies saw CP/M as their only chance of building up enough of a software base to stay in business.

The policy was so successful that eventually Tandy adopted CP/M.

Most industry observers assumed that when IBM moved into personal computers it would use CP/M as the standard operating system, but a surprise decision was made to go it alone with PC-DOS, written by Microsoft. PC-DOS resembles CP/M very closely, but the differences are significant. Microsoft launched a version for all the 16-bit micros which sprang up in IBM's footsteps, named it MS-DOS and today's battle against CP/M-86 from DR commenced. Despite the pessimism which followed IBM's announcement, DR remains outwardly confident. It points out that the multi-tasking version of CP/M-86 has been available for some time whereas no MS-DOS user can yet use his computer for more than one job at a time. Another gleam in DR's eye is a version of CP/M-86 which allows users to run programmes written for MS-DOS, thus offering the best of both worlds.

Simon Craven

## Putting a price on friendship

Drawn by the lucrative novice user market, most micro software houses are hell-bent on producing the ultimate in friendly packages, to nurse the businessman through his first encounters.

Adopting this as a long-term strategy however may put the software industry on a collision course with the next generation of executives.

Today's school-leavers will probably have used computers as part of their education, albeit for a limited period, and only a myopic view through rose-tinted "windows" would suggest that they will be satisfied with current business software.

Menus and mice are already anathema to many with computer experience because they are a lengthy means to an end, however aesthetically appealing it may be to watch the cursor wander through window after window, snaking at "pop-up" menus on the way.

By the time these computer literate school leavers reach executive positions, probably in about ten years' time, the average personal computer will be a 32-bit machine with 10 or 20 Megabytes of memory. The question for the software industry is not only the type of software best able to exploit the extra power, but also, if tomorrow's executives are not mouse-fanciers, where else will their inclinations lie?

If the computer media is to be believed, executives are now unable to function without their own set (usually termed "pak") of personal productivity tools. These consist of word processing, spreadsheet, graphics and filing or database packages, more often than not designed to run on the equally indispensable IBM Personal Computer or look-alike.

The easiest to use packages are those which are integrated, so that the same command words relate to different applications and data can be fed automatically from one to another.

Recent releases in that area include Ashton Tate's Framework, Graftcom's O-Man, Peachtree Software's Decision Manager and Redwood International's Uniplex.

The pioneers of ultra-friendly, graphics-oriented software, Xerox and Apple, discovered through the disappointing sales

of the Star and the Lisa micros that there is a finite limit to the price of friendliness. Apple has attempted to correct its balance with the Macintosh, combining Lisa features with less memory capacity at a lower price, but has nevertheless hedged its bets by ensuring a supply of established commercial software, such as Microsoft's Multiplan, is available.

When the 32-bit "super-micro" emerges into the commercial world it may suffer from the same problems faced by 16-bit machines: either programs upgraded from smaller computers that run unacceptably slowly, or cut-down packages with features missing.

Inevitably, there is a time lag between the appearance of new hardware and its attendant software, so software developers must shortly start assessing the requirements of their future users and, more important, their technical capabilities.

By the end of this year, all of the UK's 33,000 primary and secondary schools are expected to have at least one computer.

Although hardware is no longer a problem, however, the syllabus for computer studies (and software in particular) is in need of revision.

Software consultant Graham Bland, a computing science graduate of Salford University, believes that there are two schools of thought: one advocating computer science, and the other computer literacy. While the scientists will be the technicians of tomorrow and tackle software development, the remainder are those likely to create discord in the commercial world.

"Computer literates will have knowledge of the importance of computers in everyday life and will have used some sort of computer system before leaving school, probably through the

medium of the game. They will be able to program in a most elementary fashion and may have used packaged software in conjunction with other school subjects, such as the sciences and economics.

"Armed with a collection of buzz-words, they will be able to peek, poke and RAM their way through the information technology jungle," said Mr Bland.

If the literates are frustrated by having to wade through several layers of menu, but at the same time incapable of creating their own applications, the scientists may have to direct their attention on to "intelligent interface" software. This would fulfill an interpretive role, such as that defined by the Japanese for the fifth generation project or that of the dynamic data dictionary, as outlined by the British Computer Society in a recent report.

M McL

# On average, there is one new software package being written for the IBM Personal Computer every day.\*





## Taking arms against program pirates

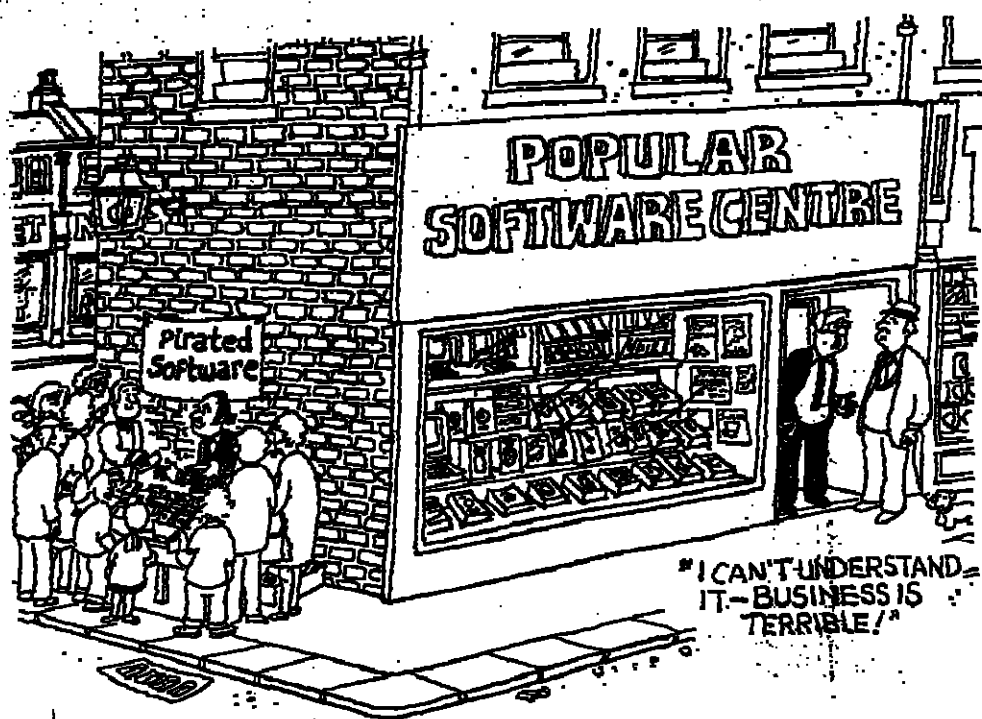
First it was the record producers, then the video manufacturers, and now it is the software industry bemoaning the fact that the unauthorized copying of its products is costing it millions of pounds each year and forcing some of the smaller companies into financial difficulty.

And, according to organizations like FAST - the Federation Against Software Theft - which are springing up to lobby for tougher penalties against the software pirates, the potential pickings for illegal duplicators are far higher than in other industries. In the continually growing area of business software for microcomputers, for example, copying someone else's program successfully can save several hundred pounds, compared to the £20 or £30 for a film on videotape or the £5 or £6 for a record. At the lower-priced end of the market, cassette tapes containing computer games are no longer just copied casually by taking a latest purchase round to a friend's house one wet afternoon, claim software manufacturers. Instead, members of computer clubs are making dozens of copies of any new game on the market to swap at their next meeting.

Short-wave radio transmissions have been picked up of computer enthusiasts transmitting commercial programs to each other, and there are fears that large scale professional duplicators have moved into the market with recent discoveries by the police of stockpiles of copies of popular software.

A further problem looms on the horizon with the concept of software rental libraries, which offers the chance to "try before you buy". Many people in the software industry firmly believe, and no doubt with some considerable justification, that renters will frequently copy the software before returning it.

There have been few attempts in Britain at software rental - as in many areas of computing, the law is unclear on whether the manufacturer of



a program can totally prevent others offering it for rental despite the fine print on most programs specifically prohibiting unauthorized copying or rental.

To avoid the charge of renting for copying one dealer sold software packages at full price but then allowed you to exchange it for another program at a fraction of the price. The most the software manufacturers could do was to attempt to stop supplies reaching that particular dealer.

In America the United Computer Corporation, which rented software at 25 per cent of the full price, was sued by two large software companies -

a copy should always be taken first. Should you accidentally wipe the contents of a disc or even just spill a cup of coffee on it, all is not lost.

The need to take back up copies has spawned an industry of programs in itself. First, there are those programs designed to protect software from copying with such candid titles as Padlock, while others exist designed to do just the opposite - let you copy protected discs - with equally candid titles such as Locksmith.

Hence Padlock and Locksmith can be waged in a war against each other to see how well a piece of software can be protected. The need for back-up

There are those who believe the software industry is making a mountain out of a molehill with the software piracy issue. In the home software market particularly the industry has overestimated demand wildly, and the disappointing sales of computer games after last Christmas has left many with huge stockpiles. In this area the increasing furore about copying can be seen as a convenient excuse for those companies faced with embarrassing financial results.

For a start, it is the most popular programs that are copied - more likely to reduce huge profits than anything else. No doubt the Beatles' LPs were widely taped in their heyday, but few would argue it had done them or their recording company any lasting damage. Second - and especially in the field of computer games - though copies may be widely made it is unlikely that should copying not have been possible those programs would have been purchased instead. It is far more likely the youngster would have had to make do with his half dozen genuine programs than the 30 or 40 he may have access to by adding illegal copies.

Again in the business area, only the most successful and profitable programs are widely copied and, in an area where legislation is notoriously difficult to enforce, the only solution could well be a reduction in the high prices, so that the time and trouble required to take copies of business software is not just not worth it.

Matthew May

## There are those who believe the software industry is making a mountain out of a molehill over piracy

Micropro and Peachtree. United ended up agreeing to stop renting Peachtree products altogether and to rent Micropro's products only on uncopyable discs.

But the problem with putting software on uncopyable discs is that, having paid several hundred pounds for a business program, users feel entitled to take a back up copy. This is a very common practice in the computer industry and several manufacturers suggest that their original disc be used only as a master, when using the program

copies means that programs like Locksmith can be sold as having a quasi-legitimate use while, of course, offering a means to get around the software manufacturer's own protection devices for illegal copying.

Most protection methods to stop discs being copied can be broken but as they become more sophisticated the amount of time and technical knowledge required to do so puts it outside the province of many users wanting to take a casual copy of a fellow businessman's disc.

## How to get what you want

"Yes", the wordy wise ask rhetorically, "but once the kids have become bored with playing battle of the space fiends, what can you actually do with a home computer?"

Sadly, one thing you can't do is avoid well-meaning but rather predictable questions like that one which crops up in virtually every early computer conversation one is likely to have with the uninitiated.

The simple answer, and it's one which may not mean much to those who have yet to step into the microchip age, is this: "Just about anything you like - so long as you have the right software."

Finding the right software and, equally as important, using it to the full once you have it, is one of the most crucial tasks facing any successful home computer user. The first step in any successful software purchase is to switch off the computer and retire to a quiet place with pen and paper to work out your real needs.

There is no such thing as the perfect computer, or the perfect software program.

### Think carefully

What you must decide, first of all, is the precise nature of the task you want the machine to perform. Computers can be used simply for storing masses of information without any attempt to manipulate the data or perform calculations on it.

You will find plenty of programs around which use this function for such things as storing recipes or phone numbers, but think carefully before you take the plunge. Most home users employ a tape recorder for the storage of their information, which is a cheap way of doing things, but frustratingly slow, in may sound very nice, in

principle, to be able to store the details of your last dinner party electronically, but if you have to wait ten minutes to load or save the thing every time you want to use it, why not use a scrapbook instead?

And the same applies for phone numbers - unless you really do have a large number which need extensive cross-referencing, it may be best to stick to pen and paper.

Serious home computer use really only gets off the ground when you own a disc drive, for fast storage and access, and a printer. Once you have these working, you should be able to find three immediate uses for them.

● Word processing. WP is a fancy title for a very straightforward concept: instead of writing directly onto paper, your typing appears on a screen and is stored to disc until you choose to print it.

The ease of editing which this gives the user is better experienced than described: suffice to say that few who have used it want to return to conventional typewriters.

The home computer owner usually runs into an immediate problem with WP. Most home machines are designed to work with conventional TV screens which lack the definition of a normal computer monitor. The result is that they must use larger letters and can produce only 40 characters - or columns as they are usually known - across the screen.

Since a normal printed page width is around 65 characters, home WP programs have to find some way of showing you everything you have written in one form and printing it in another. Some are better at this than others.

A good WP program should allow you to edit what you have

written in both forms. If it doesn't, you may find, for example, that a sentence is split between two pages and you must return to the other mode before you can correct it.

You should also ensure that the program can support your printer, and use any special features, such as bold and italic typefaces, that it has.

● Home finance. Financial packages vary greatly in quality and price. Some of the more expensive ones are very impressive, but buy according to your needs. It is all very well having a system which can handle VAT returns, but why pay for it if you don't intend to use it?

### Main attraction

A basic home finance system should present you with an entry screen in which you can log details of your income and expenditure. It will then be able to reproduce the information with automatic totals in several different ways, by date - "give me all the bills for the last six months" - by size - "print every bill over £500" - by type - "give me all the gas bills" - and by a combination of the three - "give me all the gas bills for more than £500 over the last two years".

Combining this with an income account can help you ward off financial crises which might otherwise have been unforeseen, though the principal attraction of the packages for most people is the ease and tidiness of the thing. Some packages also come with a loan calculator which can predict monthly repayments and interest levels. It is particularly important with financial software that the literature which accompanies it is both compr-

hensible and comprehensive. If it consists of a few scraps of photocopies, look elsewhere.

● Information filing. If the extent of your records warrants it, an electronic filing system offers several advantages over conventional methods. A good system should automatically rearrange your entries into alphabetical order, and perform calculations on them if required.

The user faces two options - one can buy an off-the-shelf program which has already been geared to particular uses, or take the brave path and purchase a "database" which, if it is the real thing, offers the ability to create your own filing system to an individual design.

Ready-made information systems can store addresses and telephone numbers and put in handy cross references against particular entries. If you give everyone a category - a business contact or even a sociability rating - you can retrieve every entry for that particular type.

The home software business had an almighty fling with games in its infancy, and is only now starting to become seriously competitive when it comes to practical computer uses. The user can expect to see an enormous increase in the sophistication of the programs on offer for current machines over the next year. The next step, for some companies, may well be to combine the three key applications examined here in one all-embracing package.

If that happens, the golden rules of software buying will remain the same: Know what you are looking for before you go into the shop, and try never to part with your money without seeing the software working on your model of machine.

David Hewson

## Tool kits - a whole new field of technology

Yesterday's program development tools have as much in common with today's as a pneumatic drill has with a laser beam and yet, like the drill, they are still in use. The basic requirements for writing software - a language with either an interpreter or compiler to convert it to machine code and an editor, have not changed, but a whole new field of technology has grown up around them.

Development tools fall into two main categories: those for the professional and those for the end-user, which would correspond to DIY equipment if

you were building a house rather than a program. The DIY variety usually concentrates on data input and output, examples being screen painting kits for designing document layouts and report generators, leaving data storage and maintenance to a database package.

Professional aids range from aids to debugging, such as Micro Focus's innovative Animator package, which shows the exact path a program is taking through Cobol coding on a screen, to whole environments. The Unix operating system is a popular choice for a development environment because it

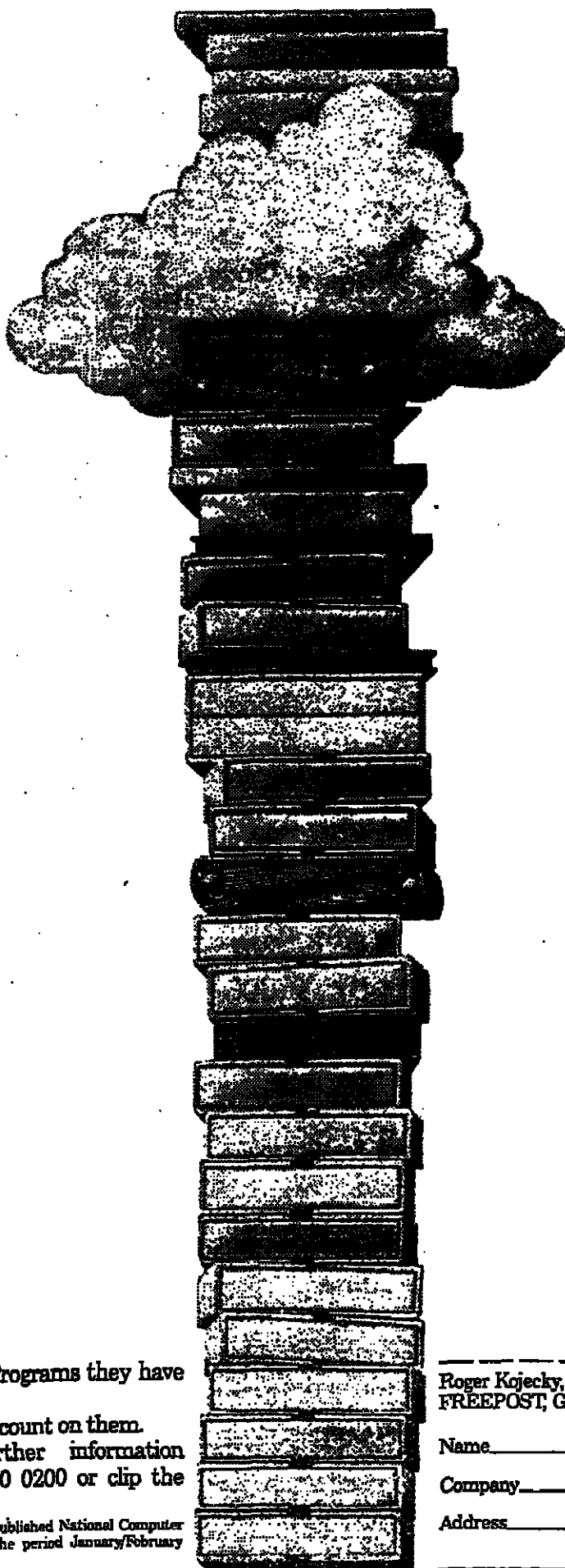
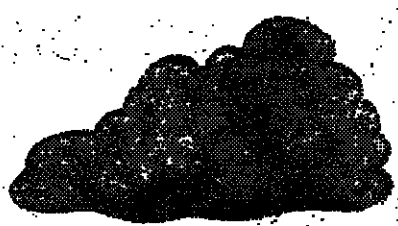
has almost every aid a programmer could wish for built in. Software houses have started to sell these tools of their trade as products in their own right, and Logica recently announced a Workshop system capable of targeting programs to run on a variety of different Unix, CP/M and MS-DOS machines.

Host/target development has become more important in recent years because of the growing amount of hardware in use. Initially, this concept was used to create applications for micros, using minis as the host, but as the choice of tools for micros grew the situation was

reversed, to conserve mini and mainframe resources.

Undoubtedly the most popular aid to programming this decade is the program or application generator, used to create whole systems from design criteria without the labour of writing even high-level code. Some of these are also able to target programs to different machines of all sizes, an example being the Delta generator from Delta Software Tools, and can create free-standing programs in standard languages such as Cobol, to ensure future compatibility.

M McL



It's difficult to say exactly how many programs there are for the IBM Personal Computer.

New ones are being added to the extensive library every day.

Which means that, however unusual your business may seem, we can probably offer you software that matches your personal needs.

As you'd expect, software for the IBM Personal

Computer covers every everyday business function (accounts, sales forecasting, word processing and so on.) As you probably wouldn't expect, it also covers a whole spectrum of less obvious areas.

With specific programs for subjects as diverse as gem-cutting and plant-breeding.

Your local IBM Authorised Dealers or Retail Centres will show you how many IBM Personal

Computer Programs they have for you.

You can count on them.

For further information phone 01-200 0200 or clip the coupon.

\*Based on published National Computer Centre data for the period January/February 1984.

Roger Kojecy, IBM United Kingdom Product Sales Limited, FREEPOST, Greenford, Middx. UB6 9BR. (Tel: 01-578 4399.)

Name \_\_\_\_\_ Position \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Tel No: \_\_\_\_\_





# HOW TO RECOGNISE AN ENDANGERED SPECIES.



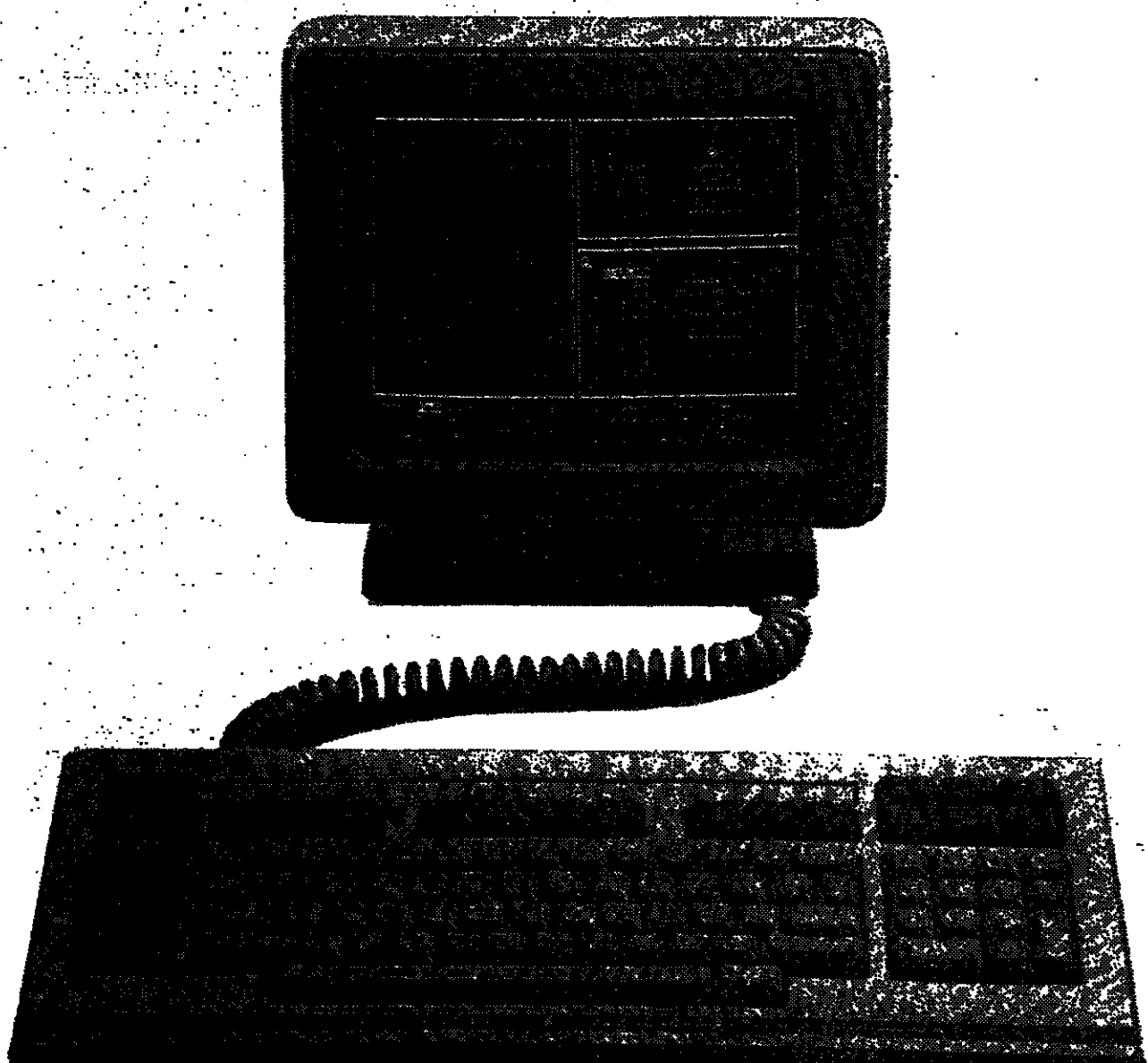
Some micro-computers can't offer specific software for your business.



Some micros can't cluster work stations, run concurrent applications or link into a mainframe.



Some micros can't grow as you grow.



Some micros aren't the new Burroughs B25.

Of course, the PC or micro might not look exactly like the Dodo, but an endangered species it is.

Its footprint is too big for a desk. Our B25's footprint is 9" by 7". (So you can use your computer and your desk.)

It can't easily grow or change. Ours can change from a two floppy disks PC to a powerful multi-user business system.

It can't cluster work stations. Ours can cluster up to six and run concurrent applications.

It can't use all the software you need. Ours can use BTOS, MS-DOS, CPM-86 and BOS. Most of all, it can't offer the support and service which has seen Burroughs grow to No. 2 in the world.

Friendly 'help screens' which hold your hand and

take you through the system. Consultants who understand your business and its needs for the simple reason that they've actually been recruited from your industry or service.

As for service, should you ever have operating or software snags, all you do is call one number anywhere in the UK.

One of our 1000 service people will be with you, often inside 24 hours. In some cases, our computer will talk to your computer over the phone and they'll sort out the problem between them.

If you'd like to know more, call 01-750 1281 or write to Brian Reynolds, Burroughs Machines Limited, Heathrow House, Bath Road, Hounslow TW5 9QL.

No Dodos will call.

To: Brian Reynolds, Burroughs Machines Limited,  
Heathrow House, Bath Road, Hounslow TW5 9QL  
Telephone 01-750 1281.

Please send me more information ☐

Please call me ☐

Name: \_\_\_\_\_

Position: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Tel: \_\_\_\_\_

**Burroughs**

734

Ha  
talk  
Offic  
late



● Hunt for top managers: Page 24

COMPUTER HORIZONS

Edited by Matthew May

● Business micro competition: Page 25

## Osborne back from the brink

By Sid Smith

Osborne Computer has returned from the brink of extinction with the launch of a new portable. The American company has been operating under the protection of a clause in the US bankruptcy laws since late 1983, but makes a bid for recovery with its Encore computer.

The Encore can run the huge library of programs written for the IBM Personal Computer, claims Osborne. It weighs 9½lb and, at around £1,700, is roughly half the price of the IBM machine. Full supplies are expected in the UK in September.

The history of Osborne has been spectacular, even by Silicon Valley standards. Founded by British-born Adam Osborne, the company's explosive early growth derived from its invention of the portable computer. The Osborne 1 was the first attempt to wrap a full business micro in a screen, two disc drives and a keyboard - into one transportable package, and helped the company to 70 million dollar sales in its first year of operation.

However, a failure to develop the product notably in following what Adam Osborne called "a stunning switch in the market to IBM-compatible machines" - led to the company's equally sudden collapse. By last September, Osborne Computer had run up debts of around 30 million dollars and had been forced to shelter behind Chapter 11 of the US Bankruptcy Code, which affords an ailing company shelter from creditors while rescue plans can be formulated.

During subsequent reorganisation, Osborne Computer has lost not only its entire manufacturing and research facility, but also its founder Adam Osborne, who is now moving into software publishing. What remains of the old Osborne is essentially a computer marketing company, now intent on organising international distribution for the Encore.

On June 15, the US courts are due to confirm the Osborne rescue plan, which involves £15,000,000 plus a share in the company for creditors, and a full lifting of the Chapter 11 restrictions should follow 60 days later.

The Encore itself was developed by ex-Osborne employees, and will be manufactured independently in Santa Clara, California. Osborne Computer will not sell the computer in the US, concentrating - initially at least - on activating long-standing Osborne distributors around the world.

In the UK, the Encore will be handled by Future Management (Portable Computers) whose managing director Mike Healy commented at last week's launch that "there is a war of attrition in the US, where everyone is seeing how long they can take the punishment before they cave in. We have no intention of getting into that market."

## Europe competes for satellite broadcasting

European governments have always been nervous about any attempt to dilute their control of telecommunications, broadcasting and similar technologies, but the outburst from some telecommunications ministers from the member states last week surprised even the most conservative. The outburst was generated by fear of competition brought about by Direct Broadcasting by Satellite (DBS).

"Anti-European", declared Andrea Caruso, secretary general of Eutelsat, the European telecommunications organisation which represents 20 of the continent's telecommunications authorities. The French went further. They were irate.

Louis Mexandeau, the French telecommunications minister, referred to the threatened competition in DBS as "Coca Cola satellites to attack our artistic and cultural identity".

The subject was the Luxembourg independent satellite project. A consortium financed largely by American money with the intention of using a United States-designed satellite in orbit over Europe to distribute television pictures direct to homes has caused consternation among the bureaucrats of France, Germany and Italy.

The fear of the Luxembourg satellite project is but a symptom of the confusion that prevails on the Continent about pan-European broadcasting. In the next two weeks the European Commission is to publish a Green Paper in an attempt to formulate some policy.

Eutelsat's desire to have DBS broadcasts classified as "telecommunications", and consequently become the

province of the local telecommunications authorities and respective government agencies is an indication of the acrimony which is likely to emerge in the DBS debate.

According to the EEC commenting on the imminent Green Paper, "The Commission believes that the cross-frontier broadcasting of radio and television programmes is of major and steadily increasing importance in promoting integration. As one of the key media in the dissemination of information, ideas and opinions, television can play an important role in nurturing European awareness of their cultural and historical heritage".

Such conclusions are preposterous nonsense since the provision of television as is witnessed by the commercial transmissions into their country is all about money. It is about the provision of a service which people are prepared to pay for either through the subtle levy of advertising cost or by direct subscription.

The Commission will point out in the coming report that the Treaty of Rome provides for the abolition of restrictions on the freedom of broadcasting within the Community. It guarantees radio and television broadcasting organizations the freedom to broadcast to other member states or to have their programmes relayed. It guarantees listeners and viewers in the member states the freedom to receive whatever community broadcasts they can. That will upset the sensitive commercial equation.

According to the Commission: "The Treaty prevents the application of any restrictive national rules which would hamper the reception or cable relay of foreign programmes".

A memo written by a directorate of the European Commission last spring investigating the "cross-border" transmissions was in little doubt about the possible conflict.

It read: "Under Article 62 a television company would have recourse to the administrative authorities or the domestic courts as member states directly, for the purpose of enforcing that company's right to provide its services. Restriction is accordingly incompatible with community law".

Britain should be more worried than any other country. Despite political rhetoric to the contrary the government is terrified of unbridled competition.

### THE WEEK

By Bill Johnstone

In recent months it has produced the most feeble excuses for trying to keep its favoured DBS consortium intact in the face of a cheaper offer by an independent operator. That operator (in competition with British Telecom, GEC-Marconi and British Aerospace) wants to provide the BBC/IBA partnership with an American satellite cheaper and quicker than the British counterpart.

If there is no hurry, if the favoured partnership provided British jobs on a large scale, and gave British satellite design a foothold in a market dominated by the Americans and if the risks of the project were reduced by

this British solution then it is right to pursue it, but none is true.

The Americans, through Hughes RCA and Ford dominate the satellite market. There is no shame in learning from the masters. The Japanese have been doing it in every area of consumer technology for the past twenty years and are now teaching themselves about space on the coasts of American technology.

We do not have the luxury of time in Britain and considerably less than our European neighbours. France is to launch a high-powered DBS satellite TDF-1 to be launched in 1985 at least a year before the British. The satellite has a powerful signal which can be received in the United Kingdom and Ireland. The German government has a three channel satellite scheduled for launch in mid 1985 which will be transmitted into France and the outskirts of Britain.

It is obvious why the British must act now and even then they may be too late to beat the French who in turn are terrified at the thought of an independent Luxembourg satellite competing for revenue. That fear underlines the fact that money will drive the DBS operation and that means competition.

The British have little understanding of the concept. In the past licences for radio and television stations have effectively granted a monopoly. The new cable franchises have been issued on a similar basis.

These illustrate the difficulty the British have in accepting the idea of ventures purely driven by competition, despite the public support given

to the concept by its political supporters.

However that competition and the full implementation of the Treaty of Rome will provide unprecedented legal problems. In a recent published report on satellite and cable television British barristers Said Mosteshar and Stephen de Bate conclude: "The development of technical means of programme distribution in the form of cable and satellite television has raised new legal issues. This development has been so rapid that many of the questions have still not been fully formulated let alone answered."

Just as the development and consequent drop in the price of video recorders has made 'home-pirating' of television films and programmes a commonplace occurrence, the advent of DBS will lead to large-scale piracy, by the home viewers of DBS or distribution satellite transmissions intended for cable, and terrestrial broadcasters.

Attempts to prevent unauthorized reception by scrambling the transmission have so far proved unsatisfactory as it is expensive, results in diminished picture quality and can generally be easily coded by the viewer.

The new EEC paper, it is hoped will provide a framework for DBS and be sufficient to quell the fears of even the most nervous telecommunications minister in Europe. The alternative could be rigid and prohibitive control.

"European-Wide Television", EEC Green Paper "Satellite and Television, International Protection, Mosteshar and de Bate, Oyez Longman, £60.

## Oui for the French micro

By Michael Parrott, Paris

Is the French Thomson group going to achieve the same sort of success in France with its new MO5 computer as Acorn did with its BBC micro? At the beginning of May the French Government informed Thomson that this 48K memory machine had been selected as a recommended micro for the planned computer training courses due to start on French television this autumn.

There was never any question of Acorn being chosen for what looks like being a straight copy of the BBC's experiment. The only other micros that were considered were French machines - the Exelvision of CGCT, the Super Alice of Matra and a version of the Minitel by Telic, subsidiaries of CIT-ALCATEL.

But even if the consultations had included foreign companies, the BBC micro would never have been accepted. Not only would it have been too expensive - the MO5 costs only about £200 - but it would not have permitted continued television viewing during computer exercises as the French machine does.

All would certainly seem set for an explosion in MO 5 sales. The French computer market is only now beginning to take off. According to Thomson's Micro-Informatique chairman, Jean Gerotwohl, the French market is in exactly the same position as the US one was two years ago. "Until now the only people who bought micros here were enthusiasts who made their own programmes, but now the general public is starting to buy the machines with ready-made software."

Now French television is trying to repeat the success of the BBC. Since the beginning of this year viewers have been treated to a series of programmes aimed at increasing public awareness of what computers can do. In the autumn, weekly initiation programmes will be starting and various professions will be offered higher level courses.

Although Gerotwohl is clearly delighted that the MO 5 has been selected, he does not really consider that it can be compared with the Acorn. Thomson is already an established company, the market is not the same, the machine was not specially designed for TF 1 and it will not carry its name.

"The fact that we have been chosen is just an extra advantage," he says.

Where M Gerotwohl sees Continued on page 24

### Bursary for winner

Jeffrey Cooke, the winner of The Times National Microcomputer Challenge (Right) has been awarded a bursary of £400 by the Central Bureau for Educational Visits and Exchanges as a result of his competition project to assist the blind in benefiting from computers.

The Bureau gives awards to facilitate travel between Europe and America. Mr Cooke, an 18-year-old from Northern Ireland, will use the money to visit representatives of the American Society of the Blind and to visit various computer companies while staying with relatives in Chicago. Since winning The Times competition, with an acoustic Braille system which includes a computerised version of the six dots of the Braille method, Mr Cooke has developed a more advanced model making more use of speech synthesis. The North West College of Technology has expressed an interest in producing a prototype of this system later this summer. Jeffrey Cooke is due to have discussions with staff from the computer laboratory for the blind set up by Queens University in Belfast.

### Data security

Five per cent of data processing budgets should be spent on computer security to counter the increasing vulnerability of computer systems to fraud and abuse, according to a study financed by the EEC. The study investigated the impact of data protection and freedom of information legislation on the development of systems for

processing and transmitting information, particularly financial information. It was carried out by the National Computing Centre in conjunction with similar organizations in France and Germany. The study and its findings will be discussed at a conference organized by the EEC in Brussels later this week.

### Pinta program

The daily pinta is one of the latest to benefit from the application of computers. The Milk Marketing Board, after conducting trials, has ordered 30 portable Epson FX20 machines to be used during visits by its consulting officers to dairy farmers. Using software specially written by the MMB Farm Computer Unit, the computers calculate milk income, yield, rations and dietary mix, and in a program written by a Leicestershire software house, enables the farmer and MMB officer to assess the effective use of grassland. Trials proved so successful that the Board is eager to expand this section of its activities which helps make their consultants time more productive, and offers the dairy farmer a fast and effective tool to maintain the quality and quantity of his produce.

### Videodisc golf

Birdie Try is a piece of software that shows the ways in which the computerised image will develop by using a laser disc peripheral to store images. It also combines two Japanese obsessions - golf and high-technology. The Japanese giant JVC has developed an



interface unit which will allow its own "MSX-style" home computer to access the images stored on its VHD laser videodisc system. So far these images are pulled off one at a time and on command; the idea is to make this combination so fast that it will appear as if you have "live" control of the images being displayed. In the Birdie Try demonstration the computer programs details of a golf shot in a tournament and to drive the ball around an imaginary course. Having selected the club, the power of the stroke and the direction of the shot - taking into account wind speed - your choice is computed and up comes a pre-shot image of the outcome from the laser disc's store. According to JVC, 880 different unique shots are stored in Birdie Try, but the real number of "live" images under direct control might only be several tens. JVC's VHD interface unit for the MSX computer, like Birdie Try, is due for release in October, is available only on sale in Japan.



Another one who's dared to take a course in "computer literacy" - and can't spell it.

### UK Events

Software '84, Earls Court, London SW5, June 6/7  
Office Automation Show, London Barbican, June 5/7  
Office Automation Conference and Exhibition, Skylon Dhs Hotel, Aberdeen, June 5/7  
International Commodore Show, Novotel Hotel, London W6 June 7/9  
IBM User Show, Wembley Complex, June 12/14  
Computer Fair, Earls Court, June 14/17  
Compec North, Belle Vue, Manchester, June 19/21  
National Conference and Exhibition on Computers in Personnel, Royal Lancaster Hotel, London 26/28  
Networks 84, Wembley, London, July 3/5  
PC User Show, Novotel Hotel, London W6, July 3/5  
Microtrade 84, Barbican, London, July 4/6  
Electron & BBC Micro User Show, Alexander Palace, London, July 19-22

### Overseas

International Computer Show for Office, Home, Hobby, Cologne, Germany, June 14/17  
National Computer Conference & Exhibition, Las Vegas, USA, July 9/12

## Another warning bell for the secretaries

By Geoffrey Ellis

As office automation continues to increase its hold over the world of commerce, there are signs emerging that the day of the conventional office secretary could be numbered.

In the results on a survey, carried out by the Information and World Processing Association Show and Conference in London today, some of the difficulties facing business and staff striving to attain the "paperless, automated office" are highlighted.

Personal computers, often the Trojan Horse of office automation, were used by more than half of the respondents for the first time in the last twelve months, with three-quarters of the users finding them easier to use than expected.

Almost half of those questioned claimed that managers and professional staff, are now using their micros and typing for themselves, doing work that had previously been given to their secretaries. More than half said that their companies find it difficult to recruit trained WP operators, and these two factors should sound warning bells for

those involved in the training of skilled office staff.

The biggest stumbling block to the speedy implementation of office automation appears to be over the question of equipment compatibility.

This problem is seen as a real barrier to progress by 60 per cent of respondents, with a similar percentage claiming to be baffled by the use and meaning of such topics as telex and multi-function work stations.

With a growing thirst for information on subjects such as electronic mail and networking, coupled with the suggestion that within five years two-thirds of all executives will be doing their own word processing, the message comes through clearly for any secretary who hopes to not only hang on to their job, but actually enhance their career prospects.

The upwardly mobile secretary should become increasingly involved and skilled with the new technology of the office, and use this knowledge to entrench their position in the company.

## Your FREE ticket to COMPEC NORTH '84

If you want to cut out the queues to get into the biggest computer show outside London, just cut out this FREE ticket for COMPEC NORTH '84.

You'll see everything that's new or important in computing: micros, minis and mainframes; software, printers, terminals and modems; electronic mail, telecommunications and word processing.

From the large national and international suppliers, to the small local companies.

You'll be able to meet the experts, and find out which systems will make your business more efficient. And more profitable.

So cut out this ticket, and save yourself £2.00 at the door.

It will be the three most important working days of your life

BELLE VUE, MANCHESTER

JUNE 19-21

OPENING TIMES 10am-6pm

10.00-4.30pm last day

VISITOR'S COMPLIMENTARY TICKET Value £2.00

If you require further complimentary tickets please apply to

COMPEC NORTH '84

TICKETS

Read Exhibitions

Survey House

1 Throwley Way

Sutton

Surrey SM1 4QQ

Tel: 01-645 8040

Compec North is sponsored by Computer Weekly in association with Computer Talk, Systems International, Practical Computing, Software and Micro Business.

Name \_\_\_\_\_  
Position \_\_\_\_\_  
Company/Organisation \_\_\_\_\_  
Address \_\_\_\_\_

I am responsible for purchasing or influencing the purchase of:

☐ Microcomputers ☐ Mainframes ☐ Terminals ☐ Modems ☐ Software ☐ Peripherals ☐ Telecommunications ☐ Other

Computer relevant advertising material may be sent to you if you agree to be included on the mailing list. Please tick ☐ Yes ☐ No

## Have you talked to your Office System lately?

The multi-function I.M.P. (Information Management Processor) makes the office of the future a reality today, for at last there is an office automation system that recognises that communication by speech is the most dominant form of activity in your office.

I.M.P. offers word processing, electronic filing, electronic mail and a range of advanced features aimed specifically at improving the productivity of the office professionals who originate and use information. But it also has a unique natural voice facility that enables users to add annotations and commentaries to documents or send messages and reminders to colleagues quickly, easily and effectively.

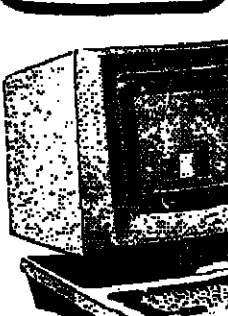
I.M.P. is cost-effective in a wide range of configurations and allows for expansion at any time. And our advanced human factors design means I.M.P. is user-orientated in every respect, easy to learn and productive to use, whether you are a specialist operator or a casual user.

Isn't it time that you talked office automation with a system that recognises the way your office works? Contact us at the address below and start the conversation now.

I.M.P.

SEE US ON STAND 123

The Office Automation Show/Conference  
Practical Computing Office  
Exhibition Centre,  
City of London,  
5-7 June 1984



Just pin this coupon to your letterhead and we will do the rest.

Name \_\_\_\_\_  
Company \_\_\_\_\_  
Address \_\_\_\_\_  
Telephone No. \_\_\_\_\_

Information Technology Limited  
111 Chertsey Road, Woking, Surrey GU21 5PH. Telephone: Woking (04962) 28171. Telex: 866398 I.T.S.M.G.  
Winchester (0962) 54444. London (01) 388 6561. Hemel Hempstead (0442) 3288. Bristol (0272) 214045.  
Glasgow (041) 332 2295. Salford (061) 737 1754. Birmingham (021) 455 8561.

Complexity Personal Computer News



## Tax-Free salaries U.S. \$34,000 to U.S. \$46,000

### Saudi Arabia

A major U.S. CORPORATION with an outstanding record of growth within the high tech field are looking for further specialists for one of their most impressive overseas contracts - the implementation of a large turnkey hardware/software system.

Requirements are for:

**Senior Systems Analysts and Systems Analysts**

With 4 or more years' experience in systems analysis, including structured design techniques ideally in production control or inventory, plus a degree or equivalent additional experience in computer science or a related subject.

**Lead and Senior Programmers**

Must have a minimum of 4 and 8 years' respectively programming experience, in HP3000 environment, COBOL essential.

#### BENEFITS

- 35 days paid home leave
- Free accommodation - regarded as some of the best
- Free medical insurance
- Stock purchase plan
- Free transport
- Excellent recreation - swimming, tennis, squash, video library etc.

As positions need to be filled urgently please telephone 01-937 8586 NOW. Telephones will be manned TODAY, 9th June from 9am until 5pm.

Alternatively write quoting ref. 151/T, giving full details of career to date to: Webb Whitley Associates Limited, International Recruitment Consultants, 45 Kensington High Street, London W8 5ED. Tel: 01-937 8586.

**WA Webb Whitley Associates Limited**

## SALES MANAGER COMPUTER PERIPHERALS

A fast growing company, a market leader in its field, is seeking a Sales Professional.

Based in Farnborough, Hants, the position offers an exceptional opportunity to establish and develop the complete U.K. sales and support organisation.

Future prospects are excellent and an attractive package will be offered (£25,000 + car) with the additional possibility of equity participation.

Apply to Managing Director,  
**GRAFFEL LTD.,**

13 Alexandra Road,  
Farnborough, Hants. GU14 6BU

## Audio Visual Technician Windsor

Madame Tussaud's are seeking to appoint an experienced Audio Visual Technician to work at their Royalty and Empire exhibition in Windsor. Applicants must have knowledge of electronics and computer programming. Experience of theatre lighting systems and sound recording studios would be an advantage. A driving licence and a certain amount of mobility are required.

The successful applicant will be a member of a small team responsible for the design, fabrication and installation of complex control systems and the maintenance of existing exhibitions.

The position carries a competitive salary and four weeks annual holiday.

Please telephone for application form to: Mrs P. Anders, Staff Manager, 01-935 6861.

## Headhunting the first division

By Paul Walton

Britain does not just lack computer staff - it doesn't have enough people to manage them. So headhunters are out looking for the creme-de-la-creme, both to guide today's fast-growing firms to a profitable tomorrow and to ensure that the firms buying equipment make best use of it.

The computer and electronics industry is now a "hot house" in which young people are expected, within a few years, to grow into positions that might otherwise take a lifetime to attain. It has, in this respect, grown too fast according to headhunter Richard Addis of recruitment agency, Tyzack & Partners. "If we don't find the right managers, that growth might come to an end," he said.

"There is a shortage of really good people," he said, "for jobs in computer firms at board-level, and as managing directors and heads of functional departments like sales, marketing and support. There are plenty of second elevens around, but we have to find the right man to graduate from there."

Mr Addis expresses himself as a man with a mission to "improve the management of British industry". Lately that has come to mean finding staff with detailed experience in handling computers. When British Airways hit some turbulence late last year, he helped some of its managers to move along - one of them went to head the United Kingdom subsidiary of an American microcomputer-maker, for instance.

Peter Hermon was the management services head at BA, the largest computer user in Europe, before he left to become the managing director of Tandem in November. But he didn't stay. "We can't guarantee that anyone will," said Mr Addis. Mr Hermon has now become a computer user again, by becoming the systems and

communications head at Lloyd's of London.

Tyzack & Partners are not the only headhunters now scouting out this particular jungle. Established American agencies like Spencer Stuart, Russell Reynolds or Boyden International, and our own MSL are also very active. "Everybody's fishing in the same pond," said Mr Addis.

However, technical skills alone are not enough, warns Mr Addis, you must also be a competent experienced manager. If you want to get to the top in the computer industry, get yourself into a position of responsibility and prove your worth. He advised: "If you're a good manager you can demonstrate it in any business, not just in high technology."

### JOB SCENE

And there is going to be a "cross-over" of good managers into the computer industry, because they are being sought by headhunters like Mr Addis. While he was not a client, Sir Michael Edwards, is proof of this trend, leaving British Leyland to join ICL, after flirting with Mercury Communications.

People of Sir Michael's quality are in great demand - and not just for British firms. Mr Addis said that Japanese and American computer and electronics suppliers entering the European market prefer to employ locals, and especially British staff to head their subsidiaries. Mr Addis has supplied "the right stuff" to firms such as Prime, Wang and Tandem.

"There are a lot of people in competition in this industry. I believe that the weaker ones will go to the wall as they try to grow simply because they then outgrow their managements," said Mr Addis.

Continued from page 23

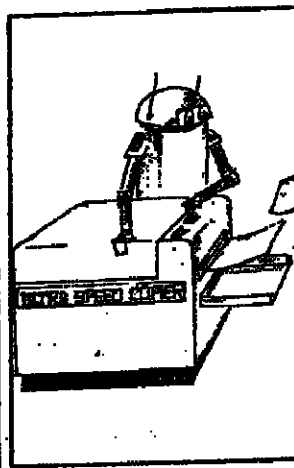
## Take-off for French micro

the future for home computers is in the educational field, and the M05 is virtually certain to be chosen in the first round of school purchases due to be announced soon. Acorn learnt about the call for tender too late and must now wait another year if it wants to break into this market. Thanks to agreements with various publishers Thomson has developed what it claims is the world's biggest French language software library.

Another possible market for this new computer may be the French videotex programme. Thousands of French homes are now being equipped free with minitel terminals offering access to a whole range of videotex services. By the end of this year it will be possible to connect up an M05 to this

system, thanks to a modern costing less than a hundred pounds. Although M. Gerotwohl admits to being four years behind the Americans in this field, he claims to be two years ahead of other Continental European countries. So it is hardly surprising that he has European ambitions and that he is now trying to persuade Phillips to adopt common standards for those machines.

But for the moment Thomson's main problem is to meet the demand. French sales of micros are expected to reach 300,000 this year, but with the present semi-conductor shortage Thomson does not expect to produce more than 100,000 M05s this year. So it has still got some way to go if it is to catch up on Acorn.



## So far, it's only a quasi-leap

By Rex Malik

First question: Is Sinclair's new Quantum Leap microcomputer worth all the fuss? The answer is potentially yes.

Second question: Does it live up to all the pre-delivery publicity? The answer again is potentially yes.

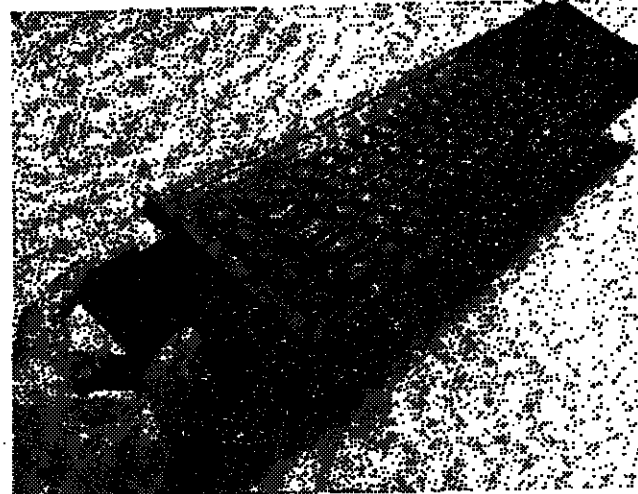
Before we go any further however, a reminder of Sinclair's intent with the QL. It was to create a powerful 32 bit inexpensive system (£400), which ought to leave considerable working space for even sloppily-written programs.

It was to be capable of multitasking and windowing and should be aimed primarily at business-oriented users, the sort who do not know much about computing, and do not particularly want to.

But it also had to provide a facility, as a machine of this raw power (with some hardware compromises) ought to, for the more knowledgeable. And it had to be able to communicate and be capable of serious expansion.

All this was to be Sinclair's break with the past in which his passion for miniaturising everything in sight had been kept in check. It was to be, to pinch Len Deighton's immortal title: "Goodbye, Micky Mouse."

The manual was to be comprehensive, easy to use, to



read, and to follow. It is, in fact, a brave try.

The system comes with four applications packages each on a microdrive: a word processor, a spreadsheet, business-oriented graphics, and a data base, and four blank microdrives. All for around £400 before you start adding television or monitor, printers and so on.

The keyboard is full size. Leave out its feel as no two people ever agree. Otherwise it gives indications of having been thought through, almost an industry first.

The screen is divided into three areas, control at top, working in middle, and status across the bottom. The help commands are plain and simple and enable you to break, read on screen, and then return simply to where you were. The commands in the control area are not necessarily in the order of frequency of use. Some confusion is possible.

Considerable refining will be necessary: what the help command calls up is sometimes not well thought through. What of the four packages?

Quill is an easy word processor to learn. Providing you stick to the simple generation of text and do not want to be clever anyone could pick it up very quickly. No spelling checker, but a word counter.

With Abacus those accustomed to more powerful spreadsheets will find this version weak. If there is a provision to create and link several work sheets I have not found it. And its cell capacity might seem by many to be considered low.

Easel is the easiest to use. It allows the pictorial representation of figures as histograms and even pie charts were simple to command.

But the less said about Archive the database package the better. It is good if you want to do simple filing, shuffling, and retrieval, though sometimes slow. For anything else you need some understanding of programming and it can be tedious.

The main disappointment is a lack of multitasking between the programs. You cannot take data generated, say, in Easel and insert it easily into Quill text, a serious nuisance.

Clive Sinclair said at the launch in January that QL might well stand for Quantum Leap. Potentially it remains so. As yet, however, it is only a quasi-leap.

## People/Steve Ives and Steve Jolley, Torus Systems

## Good ideas that come out of a crisis

By Roger Woolnough

When they decided to form their own company at the end of 1982, Stephen Ives and Stephen Jolley thought they would develop a system to link microcomputers to mainframes. They gave up their jobs, but before they could start the new venture several established companies had announced micro-to-mainframe links.

"In the heat of the crisis one comes up with good ideas," says Ives. "And so it was with us."

The results of this good idea have just been demonstrated by Torus Systems Ltd, the company Ives and Jolley founded in February 1983. Called ICON, it is an office networking system which enables microcomputers to communicate, and to share resources like printers, disk drives and software.

But what sets ICON apart from similar systems is that it uses the kind of on-screen graphics made familiar by Apple's Lisa. Commands are related to symbols called "icons", which resemble office objects such as in and out trays or filing cabinets.

To ride the wave of standardisation, this system has been linked to the IBM Personal Computer and the Ethernet local network.

Neither Stephen Ives, 26 (pictured right), nor Stephen Jolley, three years younger, had any experience of starting a company. They had both been at Cambridge, where Ives read biochemistry before going to America for a master's degree in business administration. He then worked as a management

consultant. Jolley, a computer scientist, had joined Scicon after graduating.

A friend introduced them, and they hit it off at once. Another friend gave them an introduction to Barclays.

"Convincing the bank was the most difficult part," says Jolley. "The first person we saw was quite keen, but he had no experience in computers, so we were passed on to the high-technology unit."

Here the reception was less enthusiastic. Ives takes up the story. "They said it was too ambitious, that we were too young, that other people were doing the same thing - which was ludicrous."

Not easily put off, the pair started to assemble a demon-

stration of what they wanted to do. "It was a very intense time," Ives recalls. "I used to design the icons, and Steve would turn them into code."

There was another meeting with Barclays, and within 10 minutes they had backing of £75,000. Then last April Acorn Computer signed a venture capital deal, putting £400,000 into Torus for 25 per cent of the equity.

At first all the work was done in Steve Jolley's basement flat in Camden Town. "It was so cold I had to type the business plan with gloves on."

Later they moved to Ives' flat in Hampstead, and began to take on staff. Paul Clarke, now research director of Torus,

joined them before Barclays put the money. Another early recruit was Mike Seaman, one of the top maths Firsts of his year at Cambridge. "He was really crucial to what we were doing," says Jolley.

The Hampstead flat was now getting crowded, so the team moved to Hammersmith, where the development was completed. Torus is now based in the Cambridge Science Park.

There have been discussions with major IBM dealers, and Ives says that a large fraction of the first six months' output has been sold already. It may be early days, but the ambitious partners expect to be ready for the Unlisted Securities Market by 1986 or 1987.

## GENERAL MANAGER Field Engineering

Computer Company

Milton Keynes

Executive Salary + Car, Profits etc.

You will contribute to and handsomely benefit from directing the engineering operations policy of this diversified fast growing, national computer company by exercising full profit and loss responsibility for that policy within a small executive group which contains complementary marketing and financial skills.

If you know you can do this job send a full C.V. please to: John West

**West Danes & Co. (Cons)**

9/5A New Bond Street, London W1Y 9PE  
Telephone: 01-491 7215

## DIRECTOR SALES AND MARKETING AND DIVISIONAL SALES MANAGER

FARNBOROUGH, HANTS

HIGH SALARY +  
CAR/COMMISSION/BONUS

In order to manage our next major phase of expansion HAL Computers Ltd is seeking to engage key professionals to fill two positions of major importance.

HAL has an excellent and rapid history of growth gained over the last six years as the result of supplying only the best computer peripheral and support products with the best possible service. Our methods involve attention to fine details and advanced control and man management techniques.

As a manufacturer and distributor of microcomputer related products we seek professionals who can maintain and develop these standards.

Director of Sales and Marketing is a new board appointment. Man management, motivation and an active dedication to on-going sales training and performance monitoring are absolute essentials.

Experience in the computer industry would be a definite advantage although not an essential. The ability to control a sales and support force of upwards of forty experienced individuals is of paramount importance.

Divisional Sales Manager will control a team of ten people who are engaged in selling manufactured disc-based sub-systems and distributed imported computer peripherals. A real determination to work to high standards of man management and established sales control procedures plus the ability to co-ordinate with two other sales divisions is essential.

The successful candidate will have a flair for developing new sales and presentation techniques and must have experience of working with production and development departments.

Likely candidates will be aged between 28-45 and should apply by enclosing a suitable comprehensive C.V. to:

CLIVE DROBIG  
**M.P. Services**  
Professional Recruitment and Management Services  
PO Box 97 Lightwater Surrey GU18 5NX

COMPUTERS LIMITED

## NEW YORK CITY ★★ NOW ★★ IBM ANALYST/PROGRAMMERS \$30,000 - \$45,000 p.a.

One year extendable assignments are now on offer for suitable candidates to work on new database development projects for a major US Life Assurance Company, based in Manhattan.

Proven skills will include: OS/MVS, COBOL, IMS DB/DC, TSO/SPF, LIBRARIAN are a plus.

Full family relocation package is provided. Interviews in June and July will be held in London, Birmingham and Manchester with starts in August and September.

For further information, please call Mary Coleman NOW at Computer People International Ltd., on 01 836 8411.



## Wired-up offices spread the message

By Ross Davies

Two Japanese data transmission firms are using their own computerised offices as research and marketing tools. The two firms, Toshiba and Hitachi, have each moved into specially-designed headquarters in Tokyo earlier this year.

In April Toshiba moved into a 40-storey building, which from the outside does not look much different from any other corporate monolith. Inside, however, it is a different story.

The building is wired floor-to-floor and desk-to-desk with a high-speed information network that combines optical fibre technology with conventional coaxial cables. The building's local area network can move 100 megabits of data a second, equivalent to 30,000 telephone circuits. Some 850 office automation machines carry the bulk of the office's workload.

These include seven large mainframe computers, as well as personal computers, word processors, facsimile machines, optical fibre equipment and terminals with screens that can handle displays of graphics or large displays for meetings.

The entire building can function as a high-speed information processing unit based completely upon Toshiba technology. This reaches even down to the cafeteria, where employees "pay" for food not with cash but with magnetically-coded cards.

Meanwhile, Toshiba's biggest competitor, Hitachi, has moved into a smaller building with a data transmission capacity of 32 megabits per second and also mixing optical-fibre cables. Hitachi, Toshiba and other Japanese firms are discovering that such offices (and factories) help promote their information handling systems and products as well as contributing to their R & D in this area.

Automated offices and factories, for example, offer manufacturers of office automation equipment to display their expertise in frontier technologies related to the development and operation of systems for networking, data transmission and data processing, as well as for exploring the possibilities of improving work efficiency.

Side by side with the increase in office automation, however, there is also a growing apprehension that the latest developments eliminate more jobs than they create. The effects of automation on workers' mental and physical health is also being monitored.

## No instant program for super stars

By Richard Verrant

Some decades ago, unscrupulous salesmen were to be found in the poorer districts of large cities. They called on families with children of school age and offered the parents a choice: "Buy an encyclopaedia, or see your children spend their lives illiterate and wretched."

This choice resembles in its awful simplicity the blackmailing threats of the protection racketeer or the highwayman: "Your money, or your life." Many parents were persuaded to part with their money. It was as if they believed the books they were buying to have some magical powers, guaranteeing that school exams and scholarships would be passed and won with ease. Often the children would quickly lose interest in the books, which gathered dust on the shelves.

Some recent advertisements for home computers seem to have been written with the aim of persuading parents that the purchase of a few hundred pounds' worth of electronic wizardry is a necessary investment in the future prospects of their children.

The efforts of the computer salesman are greatly aided by the public enthusiasm for modern technology. This is partly a matter of fashion, but it is also encouraged by the Government and the media.

In recent years, much sophisticated propaganda has been devoted to persuading people that children need computers. Many people now believe that the home computer is not merely a toy but an educational tool. There are at least three

attractive and plausible ways in which a child's future can be benefited. These can be analysed as follows.

First, there have been a very small number of teenagers that became very rich writing computer programs. A carefully planned campaign of publicity was devoted to them, in order to stimulate the fantasies of other kids and their parents.

They were effectively the pop stars of computing. They made their money writing computer games, because the vast majority of kids preferred to buy their games ready-made. Despite parental optimism not every child can become a

star. It takes more than a birthday gift of guitar or ice-skates to produce Lennon and McCartney or Torville and Dean.

Second, it is implied that the skills gained by a child in playing with a computer are the same skills as will enable him or her to get a good job on leaving school or college. The well-paid jobs will go to the "computer literate". Unfortunately there is no agreement as to what computer literacy actually is, whether it means being able to write computer programs, being able to think in a step-by-step manner or merely being able and willing to use a typewriter keyboard.

In any case, all these skills are likely to be out-dated very soon, as a result of technological change. Procedural programming languages such as BASIC are already starting to be replaced by more flexible, non-sequential languages, and it may turn out to be a positive disadvantage for someone to be only capable of step-by-step thinking.

Job opportunities for trainee programmers and analysts have always been open to bright candidates without any computer experience at all. Science graduates do not appear to be significantly better at commercial computing than arts graduates.

## Micro boost will push up software costs

By Kevin Pearson

A more sophisticated and powerful generation of micro computers will be on the market within the next year or so. But while they will offer much greater performance for the same price, or possibly even less, they are likely to need much more expensive software to get the best out of them.

The new micros will be driven by powerful 16 bit or even 32 bit (capable of processing either 16 or 32 bits of information) microprocessors, such as Intel's 80286 or Motorola's 68000. The first machines to use these chips have already been announced. More often than not they can use one of the more sophisticated operating systems as well as the industry standards such as CPM or MS-DOS.

One of the main contenders in the second generation market is Unix, and Unix based

systems. Unix was originally developed by the US telecommunications giant for 16 bit mini computers manufactured by Digital Equipment. It has the advantage that it can be easily adapted for other machines. Pick is another popular option for more powerful machines. IBM has signalled its intentions with a scaled-down version of one of its mainframe operating systems VM/CMS.

Any of these systems, or in some cases a combination of them, could easily fit the bill for driving such machines as Rair's Supermicro or IBM's Personal Computer XT/370 - the '370' signifies that it is based on the instruction set of IBM's mainframes. Indeed, Rair's machine runs Unix as well as running the standard micro operating systems. And IBM's XT/370 runs under a version of VM/CMS.

But such systems are not cheap. While the standard

operating systems such as CPM and MS-DOS can cost anywhere between about £40 and £200 depending on the version and the supplier, Unix based systems cost anything from £400 and can cost many times that amount. Pick for the IBM PC weighs in at £850 and IBM's micro version of VM/CMS costs £919.

But mainframe type operating systems can do much more than simple micro systems, consequently applications will change as well. Application systems for the new micros will offer many more facilities and a much richer range of options than simple spreadsheet or word processing functions.

If you look at some of the more sophisticated accounting packages designed for the IBM PC you see the trend. They can cost anything up to £1,000. In many instances they are developed from packages developed

for mini computers or possibly even mainframes.

If you look at some of the more specialized applications such as foreign exchange management or manufacturing control the cost of the software alone can be as much as £5,000 - twice as much as a typical business micro computer.

What is more, these systems running on a machine based on Intel's 8088 chip - the most popular chip for business micros at the moment - are not that fast. The newer micros will be able to handle these applications and many more, simultaneously and speedily. The software will be easy to use. It will also be very expensive.

The point is that software is still very much dependent on people to develop it. Hardware, on the other hand, is far less dependent on people: in fact the manufacture of computers and computer components is now

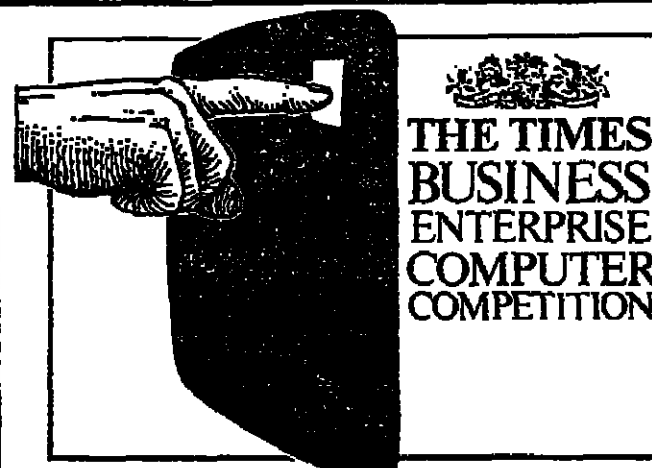
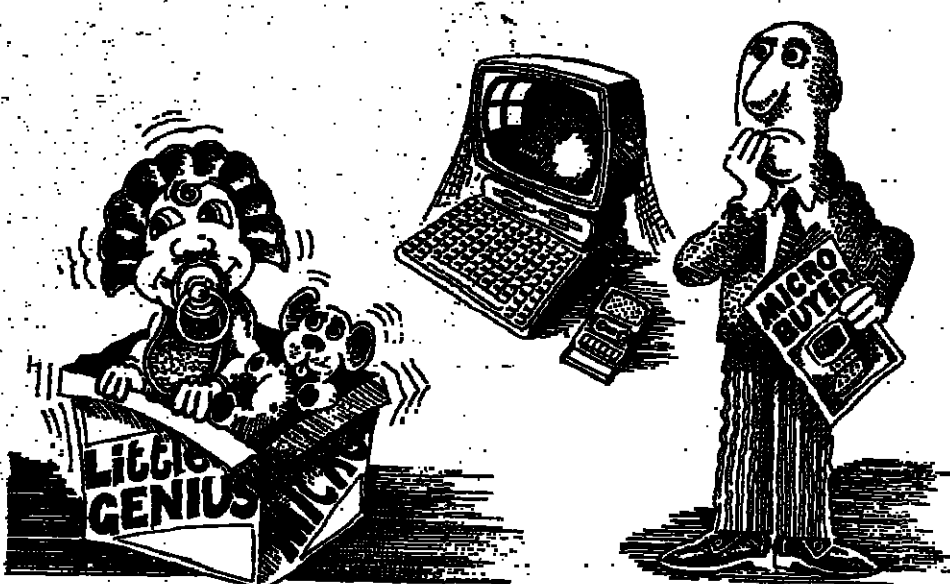
A prospective employer will be much more impressed by fluency in a foreign language such as French or German, or skill at a musical instrument, than in the applicant's top score playing space invaders.

Third, the computer has become an important part of the school syllabus. This means that, in order to do well at school, a child must learn enough about computing to keep up with the class. This would remain true even if computing were an academic subject of no practical use, on par with Latin and Greek. A computer in the bedroom may thus make homework easier.

However, schools have a duty to teach many things; moral and social strengths are as important as intellectual ones. For school to judge its pupils solely on their technical skills would be a disgrace, and it would clearly be wrong for a school to make computing an essential part of the curriculum without providing all the equipment itself.

Many computer experts are becoming alarmed at the exaggerated role of the microcomputer, particularly in schools. They fear that fashion will turn against computing in the long run, when expectations of parents and teachers are not met.

They are also concerned that the obsession with computer literacy may dominate the education of the next generation. No-one can predict today what skills will be required towards the end of the century. Our best chance lies in having people educated in as wide a variety of skills as possible.



## Three touch-screen micros to be won

Entries are rolling in for The Times Business Enterprise Computer Competition in which there are three new touch-screen Hewlett-Packard 150s plus varied peripherals and software to be won. Closing date is June 15.

We are looking for the most interesting, original and potentially advantageous business application for this type of micro. You do not have to be a businessman to enter - only to exercise business flair.

Below are listed five features available on the HP150, all of which could have some impact on this micro's use. We want entrants in not more than 250 words to outline an original use for one or more of these five attributes in a specific business operation, which must be explained in your entry.

● TOUCH SCREEN FACILITY which allows the user to touch a particular point on the screen and the system reacts as if a key has been pressed.

● COMMUNICATIONS - the ability of micros to connect to larger computers and other distant peripherals both within organisations and to public services.

● BUILT-IN BUSINESS GRAPHICS using statistics in a wide variety of different ways including bar charts, graphs and pie charts.

● ERGONOMIC DESIGN involving such factors as compactness, keyboard design and high resolution displays.

● ADDING PERIPHERALS - the addition of such extras as printers, larger capacity disc drives and plotters.

## THE TIMES BUSINESS ENTERPRISE COMPUTER COMPETITION

Please send your entry (it need not be typed) consisting of not more than 250 words to:

The Times Business Enterprise  
Computer Competition  
43 Bedford Row, London WC99

All entries must be accompanied by 10 differently dated mastheads from the front of The Times and also by this form completed in full and signed. Entries must be despatched to arrive at the competition address above by Friday June 15th 1984.

Full Name \_\_\_\_\_  
Position & Occupation \_\_\_\_\_  
Address \_\_\_\_\_

Telephone - Daytime \_\_\_\_\_ Evening \_\_\_\_\_

Declaration - I hereby declare that the material entered is to the best of my knowledge original and has not been published, displayed or demonstrated elsewhere. As such it will not violate any copyright existing before, on or after the competition date.

Signature of Entrant \_\_\_\_\_ Date \_\_\_\_\_

# WE NEED THIRTY TOP PEOPLE TO HELP US DEVELOP OUR COMPUTER SYSTEMS.

We're not simply looking for thirty top flight software programmers, we're looking for the elite of the computer world.

By working for us you'll be in the forefront of systems software development supporting IBM and Tandem equipment.

You'll also be working for a bank that's in the forefront of computer technology.

Such as ATM's on-line credit card facilities, and a wide range of specially-developed applications on the most advanced of IBM's large mainframes.

We are also among the top half dozen users of IMS in the world and we're currently planning the installation of IMS/1.3 and SNA.

The opportunities for experience are therefore immense, with centralised computer operations covering over 80 countries.

And working with you will be a team of 1500 highly qualified staff.

That should give you some idea of the importance of the positions we're offering.

### IMS Systems Programmers (location Cheshire).

We expect you to have a thorough knowledge of IMS/DC together with a good understanding of MVS and at least five years practical experience with IMS.

The successful applicant will have a knowledge of one or more of the following: Fast Path, MSC/ISC, DBRC, Performance/Tuning Tools.

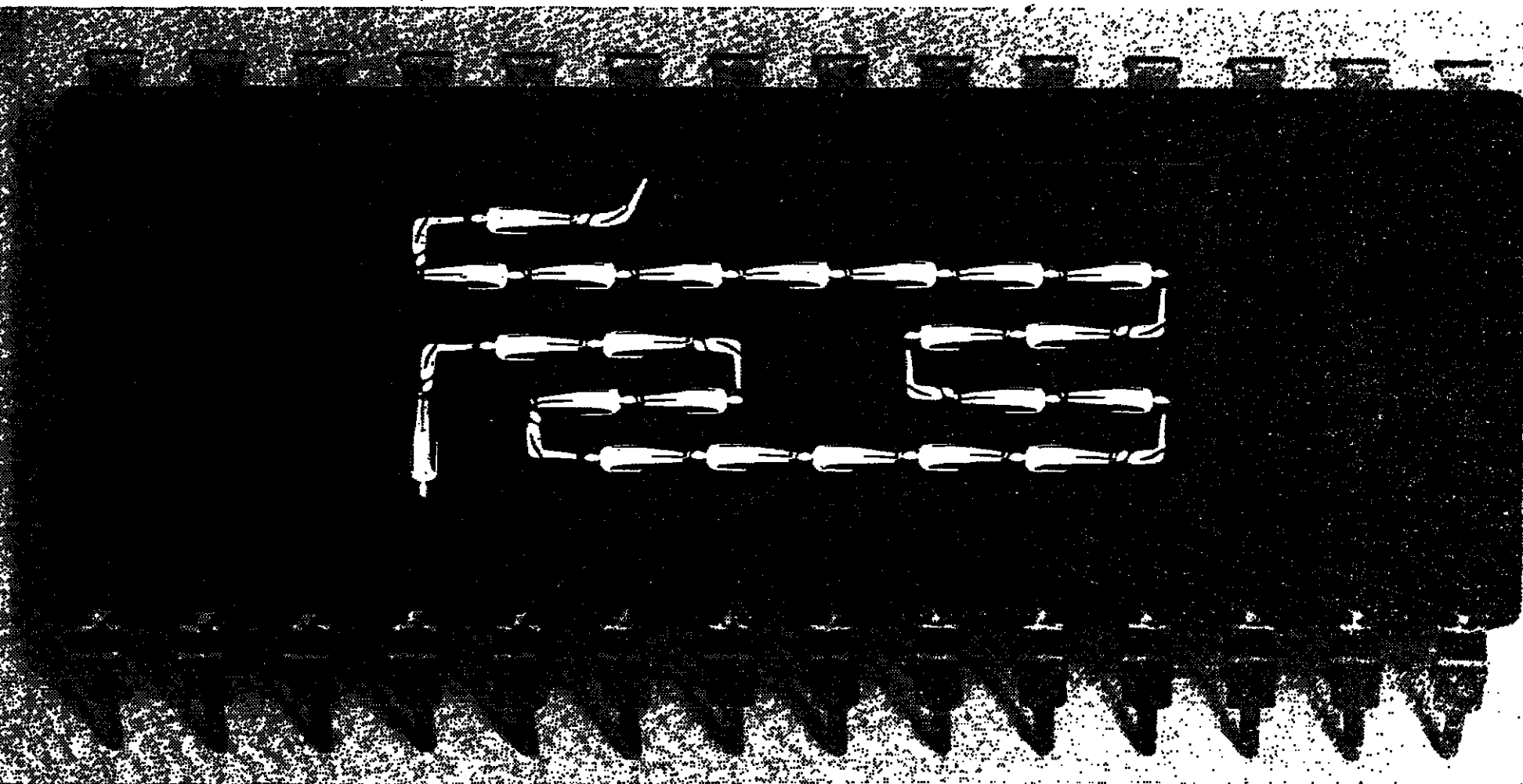
### Teleprocessing Systems Programmers (location Cheshire and Dorset).

We need system programmers with 6 years practical experience of teleprocessing together with an in-depth knowledge of SNA in either a TCAM or VTAM environment.

Experience with 37X5 NCP is essential.

### MVS Systems Programmers (location Cheshire).

You should have at least 6 years experience



as a MVS systems programmer.

Knowledge of TSO/SPE SMP and Assembler is essential. Experience with MVS/XA or VM would be an advantage.

### DBA Staff (location Cheshire and Dorset).

We need staff with at least 4 years in-depth experience of IMS DB/DC. Practical experience in one or more of the following areas is essential: Database Design, Application Support, DBRC, Fast Path.

### IBM Communications Designers (location Cheshire).

We need experienced TP system programmers who have had practical experience of working in a planning environment. Candidates should have a detailed working knowledge of

the following areas: VTAM (TCAM knowledge would be a bonus), 37X5 NCP, other SNA products including MSNE, NCCP, NPDA.

### Tandem System Programmers (location Dorset).

We would expect you to have in excess of 4 years Tandem experience in a system support role. Also to have specific experience of PATHWAY/TME, XRAY and SYSGEN.

Some experience of application development and implementation on Tandem equipment would be an advantage.

### Be part of our future.

If you can meet our exacting requirements then this could prove to be an excellent move for you.

A wide range of fringe benefits is available

including profit sharing, annual bonus, low cost loans, moving expenses and low interest mortgages.

The basic salary is up to £20,000 or more, and your level of responsibility will depend entirely on your technical ability and experience to date.

For an immediate informal discussion about joining Barclays phone Stewart Joynton on Knutsford (0565) 3888 extension 2455 or 2728.

Or write to him at Barclays Bank PLC, Radbroke Hall, Knutsford, Cheshire, WA169EU and quote reference SP/2.



BARCLAYS















# Legal Appointments

## Standard Chartered Bank PLC

### DEPUTY SECRETARY

The Group employs over 50,000 people in more than 60 countries. It is envisaged that the individual to be appointed will succeed the Secretary in 6 years time.

• THE TASK of assisting and deputising for the Secretary in his statutory duties will embrace servicing principal Board Committees. The head of a department of some 16 people at Head Office will report to the Deputy Secretary.

• THE REQUIREMENT is for a company secretary with a relevant qualification whose experience includes working in a large UK based public group with international interests.

• PREFERRED AGE 45-47. Remuneration not less than £27,000 and could be significantly more.

Write in complete confidence to A. Longland as adviser to the Bank.

**TYZACK & PARTNERS LTD**  
SEARCH & SELECTION  
10 HALLAM STREET, LONDON W1N 6DJ

## Hoggett Bowers

Executive Search and Selection Consultants  
BIRMINGHAM, CARDIFF, GLASGOW, LEEDS, LONDON, MANCHESTER, NEWCASTLE and SHEFFIELD

### Partner/Branch Manager

#### Litigation

Merseyside, initially £15,000 + profit share and car allowance

Our client is a long established 5-partner firm with 5 branches in Merseyside and N. Cheshire. The client is mainly personal but contains a significant commercial element. A partner is required to take over and develop the St. Helens Branch which has a good level of profitability and excellent growth potential. The successful candidate will handle litigation and be responsible for and supervise a qualified solicitor and 3 assistants who carry out an increasing volume of conveyancing. Candidates should have a minimum of 5 years' post qualification experience in litigation and good skills in management and leadership.

H.W. Fitzhugh, Ref: 20238/T. Male or female candidates should telephone in confidence for a Personal History Form 01-734 6652, Sutherland House, 5/6 Argyl Street, LONDON, W1E 6EZ.

## CHIEF SOLICITOR

£20,000 neg.

Our client urgently requires a management professional to coordinate and lead their legal division of 55 staff, which offers comprehensive legal advice to all departments within this large Local Authority in Southern England. This senior position calls for an individual who is not only a highly motivated solicitor with the experience and initiative to run an effective legal service, but who has excellent communication skills and is able to make a real contribution to the general management of the Authority. Applicants should have at least 15 years' admitted

experience; some background in local government is essential. Salary is negotiable in the region circa £20,000. The spacious, pleasant offices are based within easy reach of central London; relocation assistance and separation allowances will be considered where necessary. Staff housing accommodation may be available for a limited period. Please write, enclosing full C.V. and listing separately any organisations to whom you do not wish your application to be forwarded to: Bartlett Advertising Ltd., 13 John Street, London WC1N 2EB. Quoting ref C.S. Closing date 18th June 1984.

**Bartlett**  
Advertising Limited

## Lawyer

IBM United Kingdom Limited requires an additional lawyer to join the Legal Department which is involved in a wide range of stimulating legal and commercial work including UK and EEC law. Lawyers working within this department enjoy a high degree of responsibility and considerable direct contact with executive management as well as line management and all levels of staff.

Though initially based at the company's UK headquarters in Portsmouth, you should be willing to work within the London area if required at a later stage in your career.

Qualified as a solicitor or barrister you will ideally possess 2-3 years' relevant post-qualification experience, possibly gained from working in a commercial law department or practice.

A willingness to acquire a thorough working knowledge of IBM's wide ranging business is essential to the successful performance of the company's legal duties.

In addition to offering excellent salaries and exciting career opportunities our wide range of benefits includes free life assurance, contributory pension scheme and BUPA membership.

To apply for this challenging appointment, please write, with a full c.v. to Mr. A. K. Feeney, Personnel Officer, at IBM United Kingdom Limited, P.O. Box 41, North Harbour, Portsmouth, Hants. PO9 3AU. Please quote reference 7/8129



IBM  
© 1984 IBM Corp. or its UK licensee  
© Development Laboratory New Windsor  
© An equal opportunity employer  
© £245 million turnover in 1983  
© £245 million invested in UK in 1983



## DEVON AND CORNWALL POLICE AUTHORITY

### CHIEF PROSECUTOR

£18,576 - £20,601

Applications are invited from lawyers with appropriate experience for the above post.

It is important that the applicant possesses managerial and administrative skills appropriate to the control and development of the Department.

The Department deals at present only with prosecutions in Devon (with the exception of Plymouth). The Authority now intends to expand it to cover the entire Force area and the successful applicant would be responsible for planning and carrying through this expansion. Population covered would increase from c 700,000 to 1,400,000.

The salary of the post would be reviewed on 1st October, 1985, taking into account this expansion and the increased responsibilities of the post.

Application forms may be obtained from The Clerk, Devon and Cornwall Police Authority, County Hall, Exeter, EX2 4GD (Tel 0392 77977, Extn 2284). CLOSING DATE: 11th June, 1984.

## INTELLECTUAL PROPERTY LAWYER

Baker & McKenzie are seeking lawyers with experience in intellectual property or computer law for their expanding Intellectual Property Department. Suitable candidates will either be:

A lawyer or patent agent of four or more years standing with experience in infringement and other litigation involving technical matters. Such a candidate would ideally have a degree in science or engineering or a similar qualification.

An admitted solicitor with at least two years experience of intellectual property law and a particular interest in information technology. Prospects are excellent for the right applicant, who must have a good academic record. An attractive salary will be offered.

Applications in writing with full C.V. should be sent to Bair Wallace, Partnership Secretary.

## BAKER & MCKENZIE

ALDWYCH HOUSE  
ALDWYCH  
LONDON WC2B 4JP

## PROBATE/TRUSTS

Experienced Solicitor required to take responsibility for the day to day supervision of the above department. You will enjoy the support of a small but expert team including a qualified accountant and a newly installed computer system specifically designed for trust administration. In addition to overall responsibility, you will be expected to take personal charge of those major matters which justify that level of expertise.

Please apply with full details to:

Mrs V. Farrar,  
Partnership Secretary

**McKenna & Co**  
INVERESK HOUSE, 1 ALDWYCH, LONDON WC2R 0HF

## COMMERCIAL CONVEYANCING

E. ROBERT  
Salary - London Rates  
To cope with continuing expansion, a progressive real estate firm with a young staff - a commercial conveyancing department is required. Candidates, who should be over 25, must demonstrate a proven academic/employment record and the aptitude and enthusiasm to undertake a demanding workload. There may also exist the opportunity for involvement in the company's commercial field. As well as offering a competitive salary and quality work, the company offers partnership prospects subject to competency.

**Personnel Appointments**  
95 Aldwych, London, WC2B 4JB  
(01-242 1281) (24hr answering service)

## LABOUR LAW RESEARCH

Graduate/undergraduate qualified lawyers needed for research and reporting to industrial and legal subscribers. Studies should have included employment law as a specialty. Starting salary not less than £8,000 p.a. 6 weeks holiday, 11% p.a. For application form please write to: E. Arnold  
Incomes Data Services Ltd  
140 Great Portland St., London W1N 6TA  
Tel: 01-260 0621

## CONVEYANCING ASSISTANT

of some 3 or 4 years post qualification experience required for a real estate firm. The successful candidate will be responsible for the day to day supervision of the conveyancing department. The successful candidate will be expected to take personal charge of those major matters which justify that level of expertise. There may also exist the opportunity for involvement in the company's commercial field. As well as offering a competitive salary and quality work, the company offers partnership prospects subject to competency.

## LITIGATION CITY

£13,000 - £15,000

An excellent opportunity exists for an able lawyer to join a leading City firm with a large practice in commercial litigation.

There are good career prospects for the successful applicant who is looking for employment which will make demands on both expertise and energy.

Candidates should have a good academic background and ideally 2 - 4 years relevant past qualification experience.

Please apply with full curriculum vitae to

Box 0599L The Times

## NEW YORK/LONDON SOLICITORS

Forming City office of solicitors practising in London and New York, requires solicitor with 3 years admission for Corporate/Commercial and Litigation for city office. Travel possibilities, New York experience preferred. Top city rate.

Please write of telephone in strict confidence:

Law Offices,  
50 Rockefeller Plaza, New York, NY 10020 USA  
Tel: 0101-212-246 6966  
or  
Wardlaw Court,  
28, Throgmorton Street,  
London, EC2N 2AT  
01-638 0178

## COMMERCIAL CONVEYANCER

**BIRCHAM & Co, Westminster**  
Have a vacancy for an assistant Solicitor with at least 1 year's experience in Commercial Conveyancing since qualifying. The successful applicant must have the drive and initiative to manage a heavy caseload without supervision.

Applications stating present salary and enclosing a C.V. should be sent to the Staff Partner at 1 Dean Farrar Street, London SW1H 0DY

## Young Commercial Solicitor

NORCROS p.l.c. is an international Group with a turnover in excess of £350m and a workforce of some 10,000 people. The Group wishes to appoint to its Head Office Legal Department a young commercial solicitor reporting to the Group Legal Adviser, to operate mainly in support of UK trading companies of which there are some 30 engaged in construction, ceramics, engineering and print & packaging. The role will cover a broad range of legal and commercial matters with an emphasis on advising on all types of commercial agreements. Applicants should be in their mid-twenties and should be solicitors with at least two years' experience in industry or private practice.

An attractive salary will be paid together with the normal fringe benefits associated with a major company, including the use of a company car.

Applications, in writing, to:  
The Company Secretary, Norcross p.l.c.,  
Spencers Wood, Reading, Berkshire RG7 1NT.

## Stephenson Harwood

### BUILDING/CONSTRUCTION

Stephenson Harwood wish to recruit an additional Solicitor to join their specialist team handling a wide range of disputes arising from building and construction contracts.

Applicants should have at least one year's qualified experience and, preferably, a technical qualification in this field.

Applications, accompanied by career details, should be sent in writing to K. W. Duncan,

Stephenson Harwood, Saddlers' Hall, Gutter Lane, London EC2V 6BS.  
All applications will be treated in confidence.

## CRIMINAL APPEAL OFFICE

Lord Chancellor's Department  
There are three vacancies in this Office for Barristers or Solicitors to write summaries and otherwise prepare cases for the Court of Appeal, Criminal Division.

Appointments will be made for approximately 6 months in the first instance but successful applicants are not precluded from applying for any subsequent vacancies for permanent posts as Legal Assistants. Applicants must have completed pupillage or articles and should have experience of Criminal Law. Salary is £7,083 per annum + £1,250 Inner London Weighting. Applications, enclosing a curriculum vitae, should be sent to R. A. Venn, Criminal Appeal Office, Royal Courts of Justice, Strand, London, WC2A 2LL

## LINKLATERS & PAINES

### Company Lawyers

Linklaters & Paines wish to recruit lawyers for their Company Department to undertake general corporate and financial work. Some foreign travel may be involved. Previous experience of corporate practice will be an advantage but applications from recently qualified solicitors will be given careful consideration. A good academic record is required.

The successful candidates may be invited in due course to work for a period in one of our overseas offices (Brussels, Hong Kong, New York, Paris).

Salary and benefits, which will take into account age and experience, will be attractive.

Please apply with full c.v. and quoting reference 14, to:

John Hamilton, Personnel Manager,  
Linklaters & Paines,  
Barrington House, 59-67 Gresham Street,  
London EC2V 7JA

## LINKLATERS & PAINES

## Company Secretarial Assistant

There is a vacancy for an Assistant within the Group Secretary's department at the Administrative Headquarters of GKN, Kew and Netterfolds plc which have recently been relocated in attractive modern offices at Redditch, Worcestershire. The successful candidate will be involved in a wide range of company secretarial duties and a good working knowledge of company law and secretarial practice is essential. The appointment should be of interest to law graduates or qualified Chartered Secretaries in their mid-twenties who have already gained some experience within a large industrial or commercial organisation. They must be capable of working with the minimum of supervision and be able to communicate effectively. An attractive starting salary, negotiable according to qualifications and experience but not less than £9,500, is offered together with relocation assistance if appropriate. Applicants should apply in writing, enclosing a curriculum vitae including current salary, to:  
Miss L.P. Butcher, Personnel Manager,  
GKN Group Services Ltd.,  
P.O. Box 55, Ipsley House,  
Ipsley Church Lane, Redditch,  
Worcestershire B98 0TL.

## GKN GROUP

## BARNESLEY MAGISTRATES' COURTS COMMITTEE APPOINTMENT OF TRAINEE COURT CLERK

(£3,066 - £7,410 per annum)  
Applications are invited for the above post from persons wishing to commence or further a career in the Magistrates' Service. Applicants should be trainee qualified barristers or solicitors or persons who have passed the Law Society final examination (Article of Clerks) or are available in appropriate cases. Compensation will be determined in accordance with age, qualifications and experience. The post is remunerable and subject to medical requirements and the J.N.C. terms and conditions of service. Applications stating age, education, qualifications and experience, together with the names and addresses of two referees to reach me not later than Wednesday the 20th June, 1984.

J. P. BLACKBURN,  
Clerk to the Magistrates' Courts Committee,  
Court House, P.O. Box 17, Barnsley, South Yorkshire S70 2DW.

## WYE VALLEY

If you are seeking a full partnership with a thriving yet long established practice in one of the most attractive state counties, if you are able to complete hard work and commitment with a drive to develop the practice even further and an ability to involve oneself in the local community, then write to us with your C.V.

Those seeking a quiet country life should not apply.  
Box 0104W The Times











# Death of a tall ship at the mercy of the wind

From Keith Hunt in Hamilton and Robin Young in London

A freak squall was yesterday blamed for the loss of the 117-foot training barque Marques during the Tall Ships Race between Bermuda and Halifax, Nova Scotia. After eight of the nine survivors from the crew of 23 had arrived back in Bermuda, Sir Rae McKaig, Admiral of the British Sail Training Association which organized the race with its American counterpart, said: "She was simply blown over by a massive gust of wind."

While the search continued for 18 missing crew members three of them British, Sir Rae said that from survivors' accounts it appeared that the ship had been sailing along quite comfortably at seven knots, when she was hit by a gust of considerable force which drove her under.

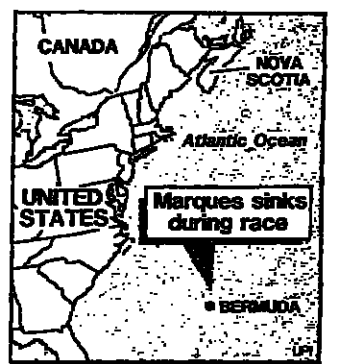
Mr Mark Litchfield, co-owner of the Marques who was skippering her sister ship Ciudad de Inca in the race, said: "It is absolutely incredible. It would have to be something of absolutely phenomenal proportions to cause this. The ship

was very sturdy, and had survived hurricane force winds with no damage whatsoever". The eight survivors brought back to Bermuda by the Polish tall ship Zawisza Czarny which rescued them included four Britons: the ship's mate, Mr Dennis Ord, aged 52, from South Shields; Mr Robert Cooper, aged 18, from Stirling, who was spending a year as a crew member before going to university; Mr Andrew Freeman, aged 22, from Wallasey, who joined the Marques eight months ago as a radio operator and engineer shortly after being made redundant from an electronics factory; and Mr Philip Sefton, aged 22, from Windermere, Cumbria.

Mr Sefton's mother said yesterday that she had received a telephone call from her son. "He said the survivors had just come on deck for their watch when hurricane force winds hit them out of the blue. They had no time to open the hatches."

The 18 people still missing from the Marques include three Britons: Mr Benjamin Bryant, aged 18, and Miss Gillian Shaughnessy, aged 24, of London, and Mr Peter Messer-Bennetts, aged 20, of Wadbridge, Cornwall, a nephew of the Marques's co-owner, Mr Robin Cecil-Wright.

The others missing are a British-born journalist, Mr Ian Brims, who had been working in Canada since emigrating from Hove, Sussex, nine Americans and seven Antiguans. Last night still only one body had been recovered, that of James McAleer, an American from Massachusetts.



## Marques had modern safety equipment

The British square-rigger Marques was taking part in its third Tall Ships Race, and had just beaten 11 rivals in the first leg from San Juan, Puerto Rico, to Bermuda before disaster struck.

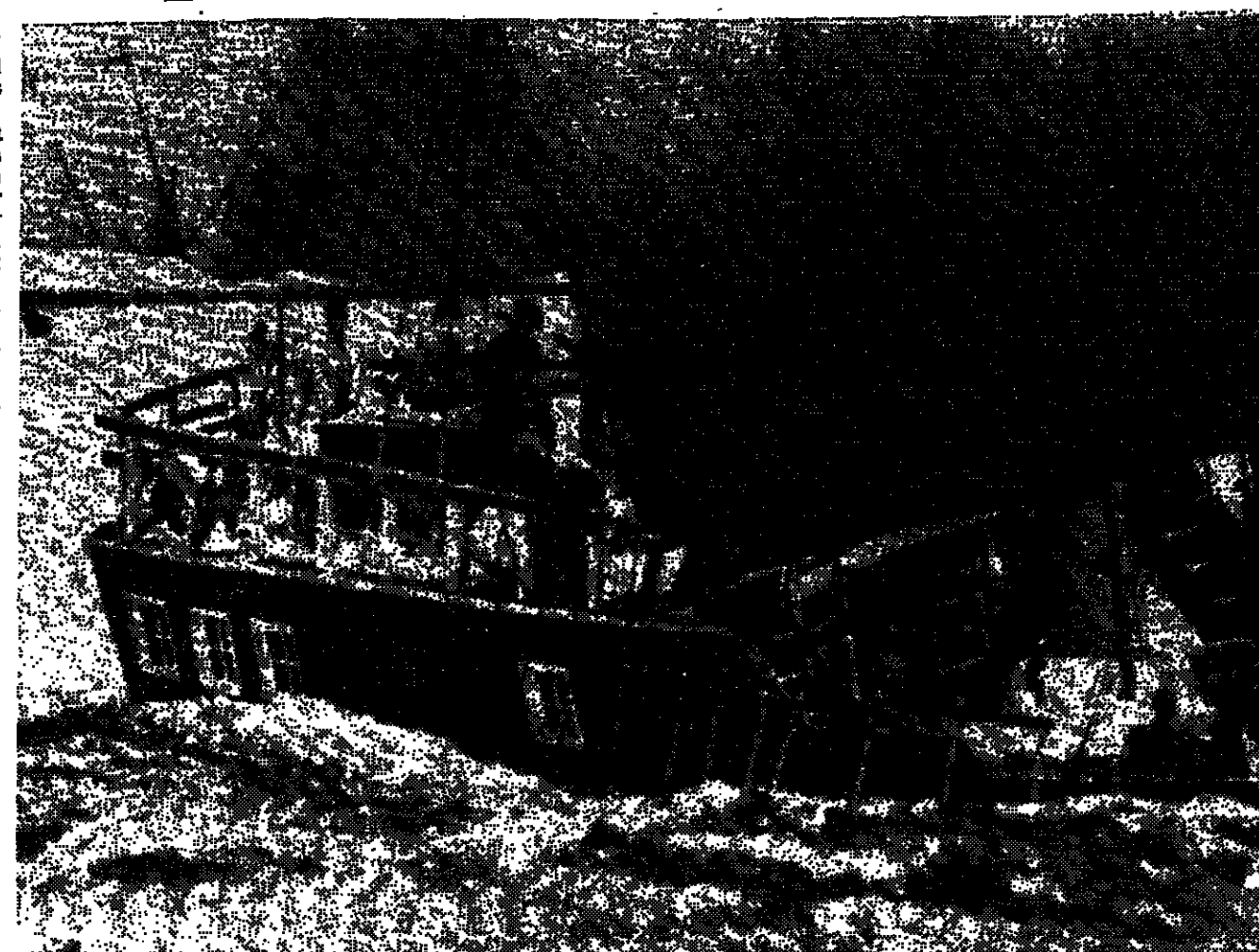
The three-masted barque was built in 1917 in Valencia, Spain, to carry fruit and freight between the Canary Islands and the mainland. Damaged in the Spanish Civil War, the ship was repaired in 1947 and continued trading around the Mediterranean. In 1971 she was bought as a dismasted hulk in Palma, Majorca, by Cornish farmer, Mr Robin Cecil-Wright, and he spent five years rebuilding and refitting her.

In 1977, when she landed her first and biggest screen role as the Beagle in the BBC's *Joyce of Charles Darwin*, Mr Cecil-

Wright went into partnership with Mr Mark Litchfield, a businessman and former naval officer, to refit the ship completely.

Mr Nicholas Dutton, general manager of the China Clipper Society of Lenham, Kent, which operated the Marques, said yesterday that about £35,000 had been spent on the ship last October qualifying her for a Department of Transport load-line exemption certificate.

"She was fitted with a new fire extinguishing system, steel hatches and fire doors, and had the engine room compartment sealed so that no oil in the bilges could run under the accommodation, but she was already equipped with all the modern safety and life-saving equipment."



The Marques battling against high seas at the start of the Tall Ships Race off St George's, Bermuda, on Saturday



Stricken crew: Left to right, Andrew Freeman and Robert Cooper who were both rescued, and Peter Messer-Bennetts, who is still missing, on board the Marques before it set sail from Hamilton on its way to Halifax, Nova Scotia

## Frank Johnson with Reagan Point of disorder, Mr President

If we might lapse into the prose style regarded as obligatory for presidential occasions of this sort... they gave Ronald Reagan a real old Irish welcome when he rose to address the Irish Republic's parliament, the Dail, yesterday.

"We condemn your support for corrupt right-wing dictatorships in Latin America", shouted a TD (member of parliament) named Mr Tomas MacGiolla. "Get your death-dealing missiles out of Europe", shouted another, named even more spectacularly Mr Prolinnias de Rossa.

At least it was to be assumed that this was the sort of thing they shouted. Hardly anyone could hear them. In communicating their protests to the outside world, they laboured under three difficulties. First, the Republic's more bourgeois politicians immediately started shouting at them. Second, because of the arrangements of the microphones, their words failed to reach with any clarity us of the world's press massed in the public gallery. Third, their words had the additional disadvantage of being so one was later assured, in Gaelic.

A further complication was that one of the two protesting tribunes suffered, through no fault of his own, from a stammer. All quotations here are therefore from an agreed text drawn up in the public gallery.

"The leader of the Workers' Party will resume his seat", pronounced a man in a green-trimmed headmaster's gown who appeared to be the chairman of the Dail. He was referring either to the one named Tomas or the one named Prolinnias. One of them is said to be the leader of the Workers' Party, the other his rank and file.

Like everything else on this superbly-organized presidential visit, their shouts went off punctually and without a hitch. After delivering them, the Workers' Party staged what is known in the popular prints as "an angry walkout". Mr Reagan looked on serenely.

A third protester rose. He, one was informed, had the less mystical-sounding name of Mr Tony Gregory. He was a member for Dublin Central and by allegiance a "community politician", and there fore the adherent of an alien ideology spread across the earth, like a plague bacillus, by the British Liberal Party.

Mr Gregory wore the community politician's feared uniform of polo-necked sweater. But he too chose to shout in Gaelic, or at least was incomprehensible.

"End US neo-colonialism in El Salvador", he probably cried, or possibly "End US neo-colonialism in Ballyporeen". But, being a community politician, he might have been demanding that the United States act now to end the injustice of blocked drains or insufficient pedestrian crossings in Dublin Central.

On the other hand, if one understands the Dail's resident press corps correctly, all three were merely seeking to move a procedural motion that Mr Reagan be not heard - Gaelic being the language of points of order, in these parts.

Soon Mr Gregory did an angry walkout to join the other two. This was wise of all three, since the United States security forces, massed in the Dail, were probably summoning on their radios the appropriate intermediate-range missiles with which to incinerate the three subversive Irishmen.

The moment they were gone, three other members of Parliament quickly occupied the three seats, not in order to carry on the struggle against United States world domination, but because, this being a joint session of both houses of Parliament, there was a shortage of seats.

By afternoon, Mr Reagan was gone from Ireland. Despite all, his visit had been delightful - made so by the forbearance of the Irish populace and his own ability to do the right thing in every situation.

For example, a local dignitary (the university president, by the name of Dr O'Leach) spoke so eloquently, albeit for so long before him at Galway University as the rain started to fall, the three were hailstones by the time we got to Mr Reagan's speech. It was Mr Reagan, not the dignitary, who observed: "I have a hunch I should be cutting short my remarks."

It is unlikely that these visits sway a single Irish-American voter, but if they do, Mr Reagan deserves the votes. He was even kind to the garrulous Galway academic. Thank you for your remarks Dr O'Leach, said Mr Reagan thus ensuring for himself, as a deserved bonus, the Japanese vote.

## THE TIMES INFORMATION SERVICE

### Today's events

#### Royal engagements

The Queen and the Duke of Edinburgh visit HMS Dryad to visit the Wall Map room in Southwick House, which was General Eisenhower's Headquarters for the Normandy Landings in June 1944; 4.45; and later, Her Majesty and His Royal Highness embark on HMY Britannia to take overnight passage to Caen; 6.30.

The Duke of Edinburgh, Master of Trinity House, attends the Annual Council and lunch at Trinity House, EC3; 12.

Queen Elizabeth The Queen Mother unveils a blue plaque for General de Gaulle at 4 Carlton Gardens and attends a Reception at 1 Carlton Gardens; 5.30.

The Prince of Wales, President, the Game Conservancy, visits his headquarters in Fordingbridge, Hampshire; 10; and later as Colonel-in-Chief of The Parachute Regiment, visits Normandy to attend a ceremony at Ranville to commemorate the part played in the Allied Landings in Normandy by The 6th Airborne Division; 3.

The Prince of Wales attends a Reception given by the Development Commission to mark the

Commission's 75th Anniversary, at St James's Palace, London; 6.10.

The Duchess of Kent opens the new District General Hospital at Stafford; 11.15.

New exhibitions

Paintings by Marion McIntosh and ceramics by Kathleen McLellan: Open Eye Gallery, 75 Cumberland Street, Edinburgh; Mon to Fri 10 to 6, Sat 10 to 4, closed Sun; (ends June 21).

Calligraphy '84: contemporary lettering in various media: The Arts Centre, Town Hall, Banquet, Oxfordshire; Tues to Sat 10.30 to 1 and 2.30 to 5, Sun 2.30 to 4.30, closed Mon and Wed; (ends June 17).

Last chance to see

The Suffolk Trust Wildlife Photographic Exhibition by Eric Hosking and leading photographers: Corn Exchange, Ipswich; Mon to Sat 10 to 6.

Music

Organ recital by Carey Humphreys; Guildhall, Portsmouth; 12.45.

Organ recital by Andrew Bennans; Chichester Cathedral; 1.10.

Viennese Concert by Orchestra da Camera; Town Hall, Birmingham; 7.15.

Organ recital by Bernard Robertson; St Ann's Church, Manchester; 12.45.

D-Day travel

Channel ferries to Normandy are fully booked for tomorrow, the 40th anniversary of D-Day. The Automobile Association warns that traffic will be heavy on roads to the ports.

Parliament today

Commons (2.30): Data Protection Bill, remaining stages.

Lords (2.30): Rates Bill, report, first day.

Anniversaries

Birth: Adam Smith, political economist, Kirkcaldy, Scotland, 1723; Igor Stravinsky (new style June 17), Oranienbaum (Lomonosov), 1882; John Maynard, 1st Baron Keynes, Cambridge, 1883; Dame Ivy Compton-Burnett, novelist, Finner, Middlesex, 1884; Frederica Garcia Lorca, poet and dramatist, Fuente Vaqueros, Spain, 1898.

Deaths: Orlando Gibbons, composer, Canterbury, 1625; Carl Maria von Weber, Eutin, Holstein (Germany), 1826; Stephen Crane, poet and novelist *The Red Badge of Courage*, Badenweiler, Germany, 1900; O. Henry, (William Sydney Porter), short story writer, New York City, 1910; Horatio Herbert, 1st Earl Kitchener, Field-marshal, lost at sea when HMS Hampshire struck a mine off the Orkneys, 1916.

National Day

The Seychelles, a group of about 100 islands scattered over some 400,000 square miles of the western Indian Ocean, celebrates its National Day today. The date marks the 1977 coup when Mr F.A. Rend declared himself president.

### TV top ten

- National top ten television programmes in the week ending May 27
- 1 Coronation Street (Mon) Granada, 15.55m
  - 2 The Price is Right (Sat) 13.25m
  - 3 Coronation Street (Wed) Granada, 12.95m
  - 4 What's My Line (Tue), 12.55m
  - 5 UEFA Cup Final 1984 (TV), 12.15m
  - 6 Coronation Street (Central), 11.75m
  - 7 J.J. Heller (Fri), 11.55m
  - 8 There's My Boy (Sat), 11.45m
  - 9 Coronation Street (Yorkshire), 11.25m
  - 10 Winner Take All (Yorkshire), 11.10m

Channel 4

1 Young Love, First Love, 4.55m

2 The Young Love House, 3.75m

3 Scully, 3.10m

4 Brookside (Wed), 3.00m

5 The Natural World, 2.55m

6 The Natural World, 2.55m

7 The Natural World, 2.55m

8 The Natural World, 2.55m

9 The Natural World, 2.55m

10 The Natural World, 2.55m

### Roads

Wales and West M5: Various lane closures in both carriageways between junction 8 (M30) and Tewkesbury (junction 9). M5: At Bristol between junctions 16 (A38 Filton) and junction 17 (Severn Beach) hard shoulder and one lane closed in both directions, also access slip road at junction 17 closed, diversion via A38 to junction 16. M5: All traffic sharing one carriageway between junction 12 (Gloucester) and junction 13 (Stroud); southbound entry slip closed at junction 13, diversion signed via junction 14. Midland: M1: Contraflow between junctions 16 and 18 (Watford Gap/M45 junction); serious delays. A46 Derby to Leicester at Hathern. A34 Between Stone and Newcastle contraflow at Strongford.

The North M6: Two lanes open each way between junctions 22 and 23. A356: Diversion operates at Park Green to St. Georges St. Maclefield. A534: Delays on Crewe Rd, Haslington, E of Crewe. Scotland: A74 Surface repairs to Crawford bypass, northbound carriageway closed, two way traffic on the southbound, Lanarkshire. A7: Single lane traffic four miles S of Selkirk, Selkirkshire. A9: Embankment strengthening N of Bonar Bridge, single lane traffic Strathgairn.

Information supplied by the AA.

Building sites

Twenty-six building sites across the country were opened up to the public yesterday as part of the Go Site-Survey campaign launched to mark the 150th anniversary celebrations of the Charters Institute of Building, called Building Tomorrow's Homes. Between June 5 and the end of September, nearly 400 sites will be on view to members of the public for group visits, from viewing platforms and through information centres.

Further details of all the sites open to the public available from: Building Tomorrow's Heritage, CIOB, Englemore Kings Ride, Ascot, Berks SL5 8BJ; Tel: Ascot (0990) 23355.

Pollen forecast

The National Pollen and Hay Fever Bureau pollen forecast for today:

Bell: high, peak time 6pm to 9pm, except during rain. All other sites in UK low.

The papers

The Daily Express, commenting on possible industrial action by the postmen's union over the management's 4.5 per cent pay offer, says the union should remember: "The self-inflicted wound post office workers suffered from their seven week strike in 1971. It took them five years to recoup the money they lost. The strike also forced customers to look to alternative means of sending messages and parcels." The paper adds: "Private post companies are grateful at the prospect of more Post Office business falling into their hands permanently. This would be good for them and probably the consumer and taxpayer. Is this what they really want?"

## Weather forecast

A depression over S Britain will be slow moving.

6am to midnight

London, SE, central S England, E Anglia, E W Midlands, N Wales: rain in places at first, bright intervals developing, while NW to W moderate becoming variable light, max temp 17C (63F).

E NE England, Borders, Edinburgh, Dundee, Aberdeen: cloudy, drizzle in places, winds mainly light or moderate, max temp 17C (63F).

Channel Islands, SW England, S Wales: cloudy, rain times, while NW moderate becoming variable light, max temp 17C (63F).

NW, central N England, Lake District, Isle of Man, SW Wales, Glasgow, central Highlands, Northern Ireland: bright intervals, becoming mainly dry, while N or NE moderate or fresh, max temp 15C (59F).

Moray Firth, NE Scotland, Orkney, Shetland: mainly cloudy, hill and coastal fog, rain or drizzle at times, while N or NE light or moderate, max temp 15C (59F).

Argyll, NW Scotland: rather cloudy, sun glimpses, occasional rain later, while NE light or moderate, max temp 15C (59F).

Outlook for tomorrow and Thursday: continuing unsettled.

SEA PASSAGES: S North Sea, Straits of Dover: wind SW light or moderate, thundery showers, visibility moderate, sea choppy, 4-5 ft, 6-8 ft, m-10 ft, increasing fresh, thundery showers, visibility good, sea slight becoming moderate.

George's Channel, NW Sea: wind W moderate increasing fresh, thundery showers, visibility good, sea slight becoming moderate or rough.

Lighting-up time

London 9.45 pm to 4.15 am. Bristol 9.50 pm to 4.20 am. Edinburgh 10.00 pm to 4.30 am. Manchester 10.05 pm to 4.35 am. Portsmouth 9.57 pm to 4.45 am.

Yesterdays

Temperatures at midday yesterday: C, F

London 15.5 60.5

Bristol 15.5 60.5

Edinburgh 15.5 60.5

Manchester 15.5 60.5

Portsmouth 15.5 60.5

London 15.5 60.5

Bristol 15.5 60.5

Edinburgh 15.5 60.5

Manchester 15.5 60.5

Portsmouth 15.5 60.5

London 15.5 60.5

Bristol 15.5 60.5

Edinburgh 15.5 60.5

Manchester 15.5 60.5

Portsmouth 15.5 60.5

London 15.5 60.5

Bristol 15.5 60.5

Edinburgh 15.5 60.5

Manchester 15.5 60.5

Portsmouth 15.5 60.5

London 15.5 60.5

Bristol 15.5 60.5

Edinburgh 15.5 60.5

Manchester 15.5 60.5

Portsmouth 15.5 60.5

London 15.5 60.5

Bristol 15.5 60.5

Edinburgh 15.5 60.5

Manchester 15.5 60.5

Portsmouth 15.5 60.5

London 15.5 60.5

Bristol 15.5 60.5

Edinburgh 15.5 60.5

Manchester 15.5 60.5

Portsmouth 15.5 60.5

London 15.5 60.5

Bristol 15.5 60.5

Edinburgh 15.5 60.5

Manchester 15.5 60.5

Portsmouth 15.5 60.5

London 15.5 60.5

Bristol 15.5 60.5

Edinburgh 15.5 60.5

Manchester 15.5 60.5

Portsmouth 15.5 60.5

London 15.5 60.5

Bristol 15.5 60.5

Edinburgh 15.5 60.5

Manchester 15.5 60.5

Portsmouth 15.5 60.5

London 15.5 60.5

Bristol 15.5 60.5

Edinburgh 15.5 60.5

Manchester 15.5 60.5

Portsmouth 15.5 60.5

London 15.5 60.5

Bristol 15.5 60.5

Edinburgh 15.5 60.5

Manchester 15.5 60.5

Portsmouth 15.5 60.5

London 15.5 60.5

Bristol 15.5 60.5

Edinburgh 15.5 60.5

Manchester 15.5 60.5

Portsmouth 15.5 60.5

London 15.5 60.5

Bristol 15.5 60.5

Edinburgh 15.5 60.5

Manchester 15.5 60.5

Portsmouth 15.5 60.5

London 15.5 60.5

Bristol 15.5 60.5

Edinburgh 15.5 60.5

Manchester 15.5 60.5

Portsmouth 15.5 60.5

London 15.5 60.5

Bristol 15.5 60.5

Edinburgh 15.5 60.5

Manchester 15.5 60.5

Portsmouth 15.5 60.5

London 15.5 60.5

Bristol 15.5 60.5

Edinburgh 15.5 60.5

</